

August . . .

. . . 1933

IN THIS ISSUE

Pectin Jellies—Cast and Cut, by R. M. Preston

—Cream Centers—Cast, Rolled and Crystalized, by James A. King—Starches in Gums

and Jellies, by James R. Kearney — U.S. Department of Agriculture

Lehman Discusses Summer Bars and Packages

—Use of Commercial Dextrose in Candy Manufacturing, by John Krno — Southern Wholesalers Adopt Code—Facts About Our

Distribution System, by Malcolm A. McDonell.

LIBRARY

RECEIVED  
AUG 18 1933



*The*  
**MANUFACTURING  
CONFECTIONER**

# CHOCOLATE FAT-BLOOM.....

*Do you know what it is  
and How To PREVENT IT?*

For the first time the complete story of chocolate fat-bloom has been written and published in the form of a monograph by the man who was responsible for the first scientific paper on the subject, in the Journal of the Society of Chemical Industry in 1927. The Author has been called in to cure more cases of fat-bloom than any other one person. Order a copy now of his latest and most valuable contribution to the literature of the industry . . . .

## “THE PROBLEM OF CHOCOLATE FAT-BLOOM” *A technical and practical monograph* BY ROBERT WHYMPER

(Author of “Cocoa and Chocolate: Their Chemistry and Manufacture,” 2 Editions; “Cocoa and Chocolate” in the standard work—Allen’s Commercial and Organic Chemistry,” 3 Editions, etc.)

The book is divided into two sections: Section I deals with a full scientific and technical discussion of chocolate fat-bloom; Section II tells the practical chocolate man in simple language how it may be prevented. Contains reproductions of 2 photo-micrographs illustrating 2 forms of chocolate fat-bloom; 14 charts of solidification curves, viscosity curves, etc.; 2 figures illustrating a simple solidification curve and the changing melting points of cacao butter.

WRITTEN TO APPEAL TO AND TO ASSIST CHEMISTS  
AND PRACTICAL MEN OF THE INDUSTRY

LIMITED EDITION—RESERVE YOUR COPY NOW

PRICE IN U. S. A., \$2.50—FOREIGN \$3.00

*Published by*

THE MANUFACTURING CONFECTIONER PUBLISHING CO.  
1140 The Merchandise Mart, Chicago, Ill.

# The MANUFACTURING CONFECTIONER

Vol. XIII

AUGUST, 1933

No. 8

## CONTENTS

EDITORIALS .....	14
A New Concept	
Here's How	
Include Jobbers	
PECTIN JELLIES—CAST AND CUT.....	R. M. Preston 16
CREAM CENTERS—CAST, ROLLED AND CRYSTALLIZED.....	James A. King 19
STARCHES IN GUMS AND JELLIES.....	James R. Kearney 23
THE CANDY CLINIC—SUMMER BARS AND PACKAGES.....	25
CHATS ON SUMMER BARS AND PACKAGES.....	Eric Lehmann 29
CODE RULES FORMULATED IN WASHINGTON SESSIONS.....	30
USE OF COMMERCIAL DEXTROSE IN CANDY MANUFACTURING.....	
John Krno 32	
SOUTHERN WHOLESALEERS ADOPT CODE AT BIRMINGHAM CONVENTION .....	37
TRADE MARKS FOR REGISTRATION.....	40
MANUFACTURERS AND JOBBERS FORM INDIANA ASSOCIATION.....	41
FACTS AND FIGURES ON OUR DISTRIBUTION SYSTEM.....	
Malcolm A. McDonell 42	
LOUISIANA CONTRIBUTES A DIRECT-CONSUMPTION SUGAR.....	50
BUYER'S GUIDE .....	5
CLASSIFIED ADVERTISING .....	55
INDEX TO ADVERTISERS.....	58

*Statements and opinions offered in this magazine are not necessarily indorsed by the Editors and Advisory Editors or by the publishing organization with which they are affiliated. The author who signs an article assumes full responsibility for the statements which it contains.*

Published Monthly on the 15th by  
THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY  
222 North Bank Drive (Merchandise Mart), Chicago, Illinois. Phone Superior 9777.  
Eastern Offices: 303 West 42nd St., New York, N. Y. Lackawanna 4-4166  
Founder—E. R. Allured

Publisher and Business Manager—Prudence M. Allured    Eastern Manager—R. W. Wilmer  
Western Representative—A. W. B. Laffey    Associate Editor—N. I. Gage  
St. Louis Representative—Vallee C. Bennett, 2125 So. Spring Ave., St. Louis, Mo.  
English Representative: L. M. Weybridge, Members Mansions, 38 Victoria St., London, S. W. 1  
Subscription Price: One Year, \$3.00; Two Years, \$5.00; Canadian, \$3.60; Single Copies, 50c

Vol. 13, No. 8. Entered as Second-Class Matter October 24, 1922, at the Post office at Chicago, Illinois, under the act of March 3, 1879.  
Published Monthly. Subscription Price, \$3.00 Annually. Copyrighted 1933 by The Manufacturing Confectioner Publishing Co., Inc.

# Give Lemon Oil the "extract test"

Only Exchange Lemon  
Oil gives a clear-yellow  
sludgeless solution . . .



MADE WITH EXCHANGE  
COLD PRESSED OIL OF LEMON      MADE WITH ANOTHER BRAND  
Unfiltered 5% (by Volume) Solutions of Lemon Oil in 95% Alcohol

**NOTICE** when you add alcohol to the new Exchange Brand Oil of Lemon that it gives an absolutely clear extract.

There is none of the cloud or sediment you encounter in using most other oils. You get immediately a clear-yellow extract for use in your products. Without delay. Without filtration. Without waste!

The Exchange process of manufacture removes the troublesome insoluble substances that cause muddiness.

#### Also Improved in Other Ways

This new method also improves the flavor, color and

aroma of Exchange Brand Oil of Lemon. These qualities are made possible through the application of Exchange standards of production control plus California lemons.

It is uniform in performance. Stable in your finished products.

#### Let Results Give Proof

Your interest in better results and lower costs prompts you to make this test at once: Order a small supply of Exchange Brand Oil of Lemon. Give it the "extract test." Test it in your product. Then compare the cost and figure your saving.

A 5% by volume solution of Exchange Oil of Lemon in alcohol conforms to the U. S. Government's definition for lemon extract.

#### QUICK FACTS

1. **Flavor** that suggests a freshly-cut lemon
2. **Finer Aroma**
3. **Deep natural Color**
4. **Stable** in your finished product
5. **Uniform Performance**
6. **Lower Cost** per unit of flavor

**AND NOW...**

7. **CLARIFIED.** No sediment. No cloud. No filtration. No waste.

Sold to the American market exclusively by  
**DODGE & OLcott COMPANY**  
180 Varick Street, New York City

**FRITZSCHE BROTHERS, Inc.**  
78-84 Beekman Street, New York City

Distributors for  
**CALIFORNIA FRUIT GROWERS EXCHANGE**  
Products Department, Ontario, California

Producing Plant: EXCHANGE LEMON PRODUCTS CO., Corona, Calif.

Copyr., 1933, Products Department, California Fruit Growers Exchange

**Exchange**  
**OIL OF LEMON**

# INDEX TO

The Manufacturing Confectioner's Approved Advertising of

# Confectioners' Machinery and Supplies

## and Miscellaneous Advertising Directed to Manufacturing Confectioners

**POLICY:** THE MANUFACTURING CONFECTIONER is essentially a manufacturers' publication and therefore is a logical advertising medium only for confectioners' supplies and equipment. The advertising pages of THE MANUFACTURING CONFECTIONER are open only for messages regarding reputable products or propositions of which the manufacturers of confectionery and chocolate are logical buyers.

This policy EXCLUDES advertising directed to the distributors of confectionery, the soda fountain and ice cream trade. The advertisements in THE MANUFACTURING CONFECTIONER are presented herewith with our recommendation. The machinery equipment and supplies advertised in this magazine, to the best of our knowledge, possess merit worthy of your careful consideration.

### MACHINERY AND EQUIPMENT

"Acme" Starch Trays.....	53
Burrell Belting .....	53
Hildreth Candy Puller.....	54
Ideal Wrapping Machines .....	54
Union Used and Rebuilt Machinery.....	12-13

### FLAVORING MATERIALS

Atlas Flavors .....	8
Blanke Baer Flavoring Extracts.....	49
Exchange Oil of Lemon.....	14
Foote & Jenks Flavors.....	51
Fritzsche Bros. Flavors.....	Back Cover
Magnus, Mabee & Reynard Flavors.....	48

Ungerer Essential Oils.....

August, 1933

### CONFECTIONERS' SUPPLIES

#### MISC. RAW MATERIALS

Anheuser-Busch Brand Corn Syrup.....	54
Atlas Plastic Food Colors.....	8
Baker's Milk Coatings.....	7
Blanke-Baer Dipping Fruits.....	10
Burnett Vanillas .....	11
Cerelose .....	11
Clinton Corn Syrup .....	53
Convertit .....	52
Exchange Citric Acid U. S. P.....	9
Exchange Citrus Pectin .....	47
Exchange Oil of Lemon.....	4
Guittard Coatings .....	2nd Cover
Hooton's Coatings .....	51
Mercken Chocolate Coatings.....	49
Nutmoline .....	8
Whistojel .....	Back Cover

#### MISCELLANEOUS

Brewer Sales Boards..... 53

Page 5

**ESSENTIAL OILS  
for  
CONFECTIONERS**

**OIL ANISE      OIL LEMON  
OIL ORANGE  
OIL CASSIA  
OIL PEPPERMINT  
OIL LIMES DISTILLED  
OIL LIMES EXPRESSED**

**Highest Quality**

**Reasonably Priced**

*Ask Us for Samples*

**UNGERER & CO.  
13-15 West 20th Street  
NEW YORK**

# REAL MILK COATINGS

..... *With that  
rich, milky flavor of  
sweet, fresh, whole milk*



REAL milk coatings require plenty of whole milk solids derived from sweet, fresh milk. That is why Walter Baker Milk Coatings have that rich, milky flavor so much desired by leading confectioners.

From among our many different milk coatings we nominate three for your special consideration:

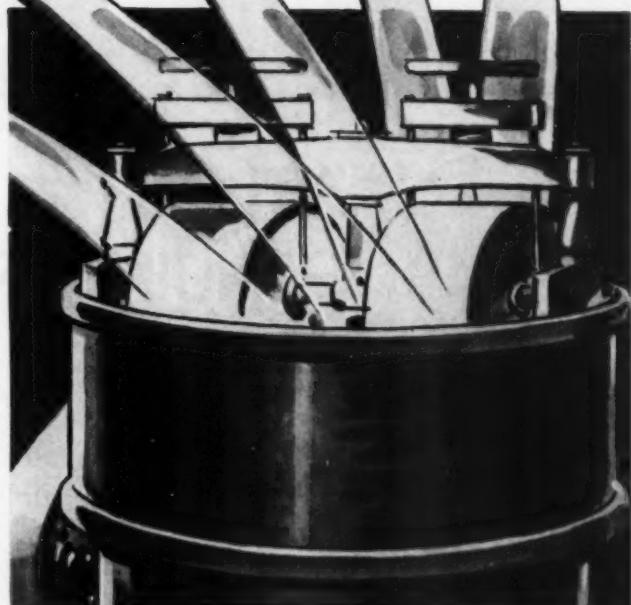
**SPRINGDALE**—a real quality milk coating, made for heavy enrober or hand dipping; medium dark in color, with a distinctive and unusually fine flavor.

**FERN CROFT**—a delicious, low priced milk coating, with real milk flavor, fine texture, medium color. For thin to medium enrober dipping.

**BROOKLAWN**—a high percentage milk coating of very fine texture, and full milk flavor. Medium in color. For medium to heavy enrober or hand dipping.

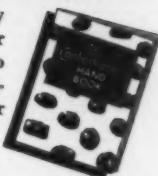
These and other coatings of all types for all classes of work are included in *The Confectioner's Handbook*, which also contains useful suggestions for handling coatings and liquors. This work of Baker Technical Service is based on over 150 years' experience as manufacturer for the confectionery trade.

It is the business of this Service to know confectioners' problems, to help with new developments, create new ideas, new pieces, figure costs, yield, coverage, and generally assist where individual advice is wanted. Use this service freely.



BTS  
150

We will gladly send you a free copy of *The Confectioner's Handbook*—or a sample of the coating best suited to any piece you are making, or planning to produce. Just write on your business letterhead.



## WALTER BAKER & CO., INC.

DORCHESTER, MASS. • CHICAGO: 208 W. WASHINGTON ST. • MONTREAL, CANADA • PACIFIC COAST: MAILLARD & SCHMIEDELL



## Makes Them All Better

CREAMS  
CARAMELS  
NOUGATS  
MARSHMALLOW  
JELLIES  
HARD CANDIES  
AND ALL  
COMBINATIONS  
OF THESE

Right now you should be preparing for Fall and Holiday lines. Perhaps you need some new sales special or a more tempting assortment.

Nulomoline fits into all candy combinations and makes each a better looking, better eating, and better keeping piece.

### THE NULOMOLINE COMPANY

109-111 WALL STREET

NEW YORK

Western Office: 333 No. Michigan Ave., Chicago, Ill.

**WRITE US** for formulas and suggestions on any type of candy, also ask for a copy of our N. C. A. Golden Jubilee Souvenir book containing formulas of famous candies from all parts of the world.



## ATLAS GENUINE FRUIT EXTRACTS SEMI-PASTE FORM

A new form of GENUINE Fruit Extract possessing all the NATURAL qualities of the fresh-picked FRUIT.

*An EXTRACT which will add a superior quality to your CONFECTIONS*

**H. KOHNSTAMM & CO., INC.**

83-93 Park Place, NEW YORK, N. Y.

11 E. Illinois St., CHICAGO, ILL.

*First Producers of Certified Colors*



## Made from American Lemons

by the Exchange Lemon Products Company of Corona, California. Backed by the Sunkist group of 13,200 citrus growers—largest in the world. Immediate shipments from warehouse stocks in New York, Chicago, Philadelphia and St. Louis. For prices on kegs, barrels or carloads, consult any of the following distributors:

### DISTRIBUTED EAST OF THE ROCKIES BY

*Kettnerbros.*

CHEMICAL WORKS, J. T. BAKER CHEMICAL COMPANY  
St. Louis, Philadelphia, Phillipsburg,  
New York, Chicago New Jersey

DODGE & OLCOTT COMPANY,  
180 Varick St.,  
New York

NEW YORK QUININE & CHEMICAL WORKS  
101 North 11th St.,  
Brooklyn, New York

SWANN CHEMICAL COMPANY,  
Birmingham,  
Alabama

THE HARSHAW CHEMICAL COMPANY  
Cleveland,  
Ohio

### PACIFIC COAST SERVED BY

Products Department—CALIFORNIA FRUIT GROWERS EXCHANGE—Ontario, California.

1933 AUGUST 1933						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

1933 SEPTEMBER 1933						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
3	4	5	6	7	1	2
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

# The CANDY MAN'S CALENDAR

August							September						
8th Month				9th Month			8th Month				9th Month		
31 days		{ 4 Sundays		30 days			{ 4 Sundays		31 days		{ 5 Saturdays		
Day of Month	Day of Week	EVENTS					Day of Month	Day of Week	EVENTS				
1	Tu	.....					1	Fr	Weekly meeting Utah Manufacturers' Assn. (each Friday), Salt Lake City Chamber of Commerce, Salt Lake City, Utah.—Monthly meeting Falls Cities Confectioners' Club, Louisville, Ky.				
2	W	Weekly meeting Colorado Confectioners' Assn. (each Wednesday), Oxford Hotel, Denver, Colo.					2	Sa	.....				
3	Th	Monthly meeting Cincinnati Candy Jobbers' Assn., Grand Hotel, Cincinnati, O.—Monthly meeting Westchester Candy Jobbers' Assn., Yonkers, N. Y.					3	S	.....				
4	Fr	Weekly meeting Utah Manufacturers' Assn. (each Friday), Salt Lake City Chamber of Commerce, Salt Lake City, Utah.—Monthly meeting Falls Cities Confectioners' Club, Louisville, Ky.					4	M	Monthly meeting the Candy Production Club of Chicago, Chicago.				
5	Sa	.....					5	Tu	.....				
6	S	.....					6	W	Weekly meeting Colorado Confectioners' Assn. (each Wednesday), Oxford Hotel, Denver, Colo.—Monthly meeting Retail Confectioners' Assn. of Philadelphia, Elks Hotel, Philadelphia, Pa.				
7	M	Monthly meeting the Candy Production Club of Chicago, Chicago, Ill.					7	Th	Monthly meeting Cincinnati Candy Jobbers' Assn., Grand Hotel, Cincinnati, Ohio.—Monthly meeting Westchester Candy Jobbers' Assn., Yonkers, N. Y.				
8	Tu	Monthly meeting Confectioners' Buying Assn., Inc., 17 E. Austin Ave., Chicago, Ill.—Monthly meeting Chicago Candy Club, Hotel Sherman, Chicago, Ill.					8	Fr	.....				
9	W	.....					9	Sa	Dealers should be well stocked for opening of school.				
10	Th	Monthly meeting the Board of Governors of New York Candy Club, Inc., Hotel McAlpin, New York City.					10	S	.....				
11	Fr	.....					11	M	.....				
12	Sa	Be sure to have your fall packages out by the end of this month so they'll be ready for September sales.					12	Tu	Monthly meeting Confectioners' Buying Assn., Inc., 17 E. Austin Ave., Chicago, Ill.—Monthly meeting Chicago Candy Club, Hotel Sherman, Chicago, Ill.				
13	S	.....					13	W	.....				
14	M	.....					14	Th	Monthly meeting Board of Governors of New York Candy Club, Inc., Hotel McAlpin, New York City.				
15	Tu	Monthly meeting Confectionery Salesmen's Club of Philadelphia, Inc., Progress Club, Philadelphia.					15	Fr	.....				
16	W	.....					16	Sa	Sweetest Day just a month off. Be prepared.				
17	Th	Monthly meeting Utah-Idaho Zone Western Confectioners' Assn., Salt Lake City, Utah.—Regular monthly meeting New York Candy Club, Inc., Hotel McAlpin, New York City. Chicago Candy Day—Hoffmann's Camp, Park Ridge, Ill.					17	S	Boston Conference on Retail Distribution, University Club, Boston.				
18	Fr	.....					18	M	Boston Conference on Retail Distribution, University Club, Boston (Continued).—Monthly meeting Confectionery Salesmen's Club of Philadelphia, Inc., Progress Club, Philadelphia, Pa.				
19	Sa	Get Christmas orders in early. Give the factory time to turn out goods in the right way.					19	Tu	.....				
20	S	.....					20	W	Monthly meeting Utah-Idaho Zone Western Confectioners' Assn., Salt Lake City, Utah.—Regular monthly meeting New York Candy Club, Inc., Hotel McAlpin, New York City.				
21	M	National Food Distributors' Assn. Convention, Hotel Sherman, Chicago, Ill.; E. J. Martin, Sec., 110 N. Franklin St., Chicago.					21	Th	.....				
22	Tu	Monthly meeting Candy Square Club of New York City, Inc., Hotel McAlpin, New York City.					22	Fr	.....				
23	W	.....					23	Sa	.....				
24	Th	.....					24	S	.....				
25	Fr	.....					25	M	Monthly meeting Candy Executives' and Asstd. Industries' Club, St. George Hotel, Brooklyn, N. Y.				
26	Sa	Monthly meeting the Pittsburgh Candy Club, Pittsburgh, Pa.					26	Tu	Monthly meeting Candy Square Club of N. Y. City, Inc., Hotel McAlpin, New York City.				
27	S	.....					27	W	Monthly meeting Assoc. of Mfg. of Confr. & Choc. of State of New York, Pennsylvania Hotel, New York City.				
28	M	Monthly meeting Candy Executives and Asstd. Industries Club, St. George Hotel, Brooklyn, N. Y.					28	Th	Be ready with your Halloween novelties—it's only a month away.				
29	Tu	.....					29	Fr	Monthly meeting The Pittsburgh Candy Club, Pittsburgh, Pa.				
30	W	.....					30	Sa	.....				
31	Th	Monthly meeting Assoc. of Mfg. of Confectionery and Chocolate of State of N. Y., Pennsylvania Hotel, New York City.											

set by the makers of fine chocolate is putting the industry back on the *road to recovery*

THE ANSWER IS

# CERECLOSE

*The sugar that is just sweet enough*

CORN PRODUCTS REFINING CO.  
17 BATTERY PLACE  
NEW YORK CITY

August, 1933

# BARGAINS ARE OVER!

*Quality Candy will again find its waiting market!*

YOUR real profits lie in the better class market where quality is of primary importance. This type of consumer is ready once more to pay a fair price for good candy, and if the flavor is right repeat sales are bound to follow.

Be sure the flavor is of the same high quality as your other ingredients. In other words, use

# BURNETT'S

PURE VANILLA. Always uniform in flavor, it places your candy in the quality class. Three blends are offered manufacturers—

## FORT • MONOGRAM • DREADNAUGHT

COLOR. Attractive color will help sell your candy. With Burnett's Color Pastes you get an even, delicate color. No spotting.

## JOSEPH BURNETT COMPANY

437 D Street, Boston, Mass.

Page 11

# ... It's Time for

Be ready . . . and equipped to take care of the FIRST BIG FALL BUSINESS in three years . . . Put your plant in order NOW! To delay may prove costly . . . Our low prices cannot be maintained much longer . . . BUY NOW and SAVE MONEY!

## SURPRISINGLY LOW PRICES

### CHOCOLATE DEPARTMENT

National Equipment Enrobers, bottom attachments, automatic feeding and delivery systems, 32"-24"-16".  
Strokers and Bausman Decorators.  
Carrier Dehumidifiers.  
2,000-lb. capacity National Chocolate Melters.  
1,000-lb. capacity National Chocolate Kettles.  
500-lb. capacity National Chocolate Kettles.  
300-lb. capacity National Chocolate Kettles.  
Walters Basket Machine.  
2-pot Electric Chocolate Dipping Tables.  
Forgrove Foil Wrapping Machine, with motor.  
Smith Scales.

### MOULDING MACHINERY

Huhn Starch Conditioning Machine and Conveyors, etc.  
National Automatic Cherry Dropper.  
Steel Mogul Machines, fully automatic.  
Steel Mogul Pumps.  
Wood Moguls, Type A.  
Wood Mogul Pumps, 10 to 80 outlets.  
Starch Trays with starch.  
Plaster and Aluminum mould boards.  
Merrow Cut Roll Machines.  
Friend Dreadnaught Machine.  
Werner Combination Printer and Depositor.  
Springfield No. 2 Depositors.  
Racine Depositors.  
Springfield Simplex Starch Buck.  
Hand Printers.  
Colseth Starch Board Trucks.  
Gyrator Sifters.

## --- LIBERAL TERMS

### CREAM AND MARSHMALLOW DEPARTMENT

Springfield and Werner 600-lb. and 1,000-lb. Syrup Coolers with Cream Beaters, Kettles and Pumps.  
Ball Cream Beaters, 4-5-7 ft.  
Dayton Cream Beaters, 5 ft.  
50-gal. Springfield E. B. Cream Removers, also Werner, Burkhard.  
Springfield 50-gal. Marshmallow Beaters, also Werner.  
Savage Marshmallow Beaters, 80-gal. and 110-gal.

### STEAM KETTLES

Steam-Jacketed Mixing Kettles, 25 to 250-gal. capacity, with and without mixers.

OFFERED  
CHEAP

RARE BUYS →

24" National Enrober with Bunker Style Tunnel.  
Gaebel Continuous Automatic Plastic Machinery, with 5 chains, complete.  
National Equipment Automatic Cherry Dropper.

Simplex Steam Vacuum Cooker, for Cream or Hard Candy.  
Hildreth Double-Arm Puller.  
Racine Die Pop Machine.  
Racine Duplex Sucker Machine.  
Werner Fully Automatic Ball Machine.

Send us full details of machinery which you wish to dispose of.

WRITE OR WIRE AT OUR

UNION CONFECTIONERY MACHINERY CO.  
CABLE ADDRESS CONFE

# ACTION!!!

## UNION

Rebuilt  
Candy Machinery



Check over these lists; perhaps some of your departments are not operating at highest efficiency . . . A low-cost UNION rebuilt machine, FULLY GUARANTEED, may be just the right answer to your problem . . . It costs nothing to investigate.

### TERMS ---

#### CARAMEL, JAP AND NOUGAT MACHINERY

Ideal Caramel Cutters and Wrappers,  $\frac{3}{4}$ ",  $\frac{7}{8}$ ", and  $\frac{3}{4} \times 1\frac{1}{2}$ " sizes.  
50-gal. double action, Mixing, three-speed tilting jacketed kettles, Springfield.  
50-gal. single action, Mixing, tilting jacketed Kettles, Springfield.  
Caramel Cutters, White, Racine.  
Mills Reversible Sizing Machines.  
National Equipment Automatic Nougat Cutter.  
Racine Nougat Cutters, also Mills.  
Burkhard Jap Mixing Kettles.  
Mills 15" Jap Cutters.  
Heilman Bon Bon Machines.

### IMMEDIATE DELIVERY

#### HARD CANDY MACHINERY

Simplex Vacuum Cookers.  
Baker Continuous Cooker.  
Burkhard Vacuums with kettles and pumps, 200 to 1,000 lb. capacity.  
Werner Ball Machines, semi and fully automatic.  
Racine Die Pop Machines.  
Racine Duplex Automatic Sucker Machine with conveyor and blower, also continuous cutting rollers.  
Hildreth size 6, Pulling Machines, double arm. Also size 3.  
Continuous Cutters, Brach, Racine, Hobberger.  
York Batch Rollers, motor driven.  
Water-Cooled Tables, 3' x 6' and 3' x 8', 4' x 10".  
Sucker and Stick Wrappers.  
Kiss Machine, Model K.  
Mills Drop Machines, 4" x 7", 6" x 8", with Full Assortment Rollers.

#### SOLID CHOCOLATE DEPARTMENT

Bausman Battery of 4 Discs with Kettles.  
Bausman Liquor Mills, Double Disc.  
38" National Triple Mills.  
Refiners, 3- and 5-Roll.  
Chocolate Melters, 300 to 2,000 lbs.  
National Conges, Close-Coupled, 4,000-lb. cap.  
Sirocco Automatic Roasters.  
National Paste Moulding Machines with Shaking Tables.  
Racine Chocolate Depositors.  
Sugar Pulverizers.  
Melangeurs, Lehman, Carey, Baker.  
Burns 5-bag Roasters.  
Crackers and Fanners, seven compartments, National, Lehman.  
Five- and Ten-Cent Ferguson & Haas Chocolate Bar Wrappers.

### TY TO REBUILD MACHINES EQUAL TO NEW

EFFERED  
HEAP

Huhn Starch Conditioner.  
Bausman Double-Disc Liquor Machine.  
Bausman Battery of 4 Disc Machines, with Kettles and Interconnecting Parts.  
National 4-Pot, Close-Coupled Conges, 4,000 lbs. capacity.

Automatic Sucker and Stick Wrappers.  
Savage 200-lb. Marshmallow Beaters, Motor Driven.  
1,000-lb. Werner Syrup Cooler, with 2-cylinder Snowflake Cream Beater, Kettle and Pump.

FOR QUICK  
SALE

We pay cash for single machines or entire plants.

AT OUR EXPENSE TODAY

MACHINERY CO., INC.

318-322 LAFAYETTE ST.,  
NEW YORK CITY



## A New Concept

THE rule book of American business is being revised and one chapter deals with the confectionery industry. It has been said that our accepted leader—the President—has defined a new and larger concept for business. He has decreed that the interests of the greatest number shall be upheld in the future over the desires and rights of the few, that service to society shall come ahead of individual gain or even security. Having decreed it, he has declared that he will enforce it—and the public is for him. The principle is being applied to all forms of business—including industries.

This emphasis upon the greatest good for the greatest number—which in the long run means the greatest good for the individual who is on the square—requires the development of an *industry consciousness* on the part of the candy manufacturer.

Comparatively few confectionery manufacturers have ever been industry conscious, yet it has been one of the industry's greatest needs. The prevailing attitude has been, "The industry be hanged, I'll go my own way." Hence, in the scramble for business bad competitive practices have been developed to the extent that now the entire industry is demoralized. Few have realized that bad trade practices are boomerangs that strike back at those who use them, and, on the other hand, that cooperative efforts to help build a prosperous industry will return prosperity to the individual manufacturer.

Industry consciousness means more than belonging to an association and attending meetings. It means concern over industry conditions to the extent that one's own pol-

icies, methods, practices, and attitudes are in line with what is constructive. It calls for the subordination of selfish interests which stand in the way of industry prosperity. It calls for a sense of true values which discriminates between temporary expedients and permanent gains. In short, it calls for vision which sees, in a progressive industry of the future, progress for the manufacturer who plays a fair game under the rules of the present.

## Include Jobbers

SIGNIFICANT among the many steps being taken by candy manufacturers nationally and sectionally to unify the industry is the recent formation of the Indiana Confectioner's Association, a state organization including both manufacturers and wholesalers. It would seem that the time has arrived, in this state at least, when "the lion and the lamb lie down together"!

Manufacturers of Indiana are indeed to be congratulated upon their wisdom and action in forming an organization which included their distributors in a cooperative effort to thrash out together their problems of mutual interest. It has long been recognized by the entire industry that the manufacturers cannot prosper while the wholesalers are in despair, but nothing much in an organized way has ever been done about it.

Here is a group who recognize that the interests of the manufacturer and jobber are not inimical to each other. The association has implored the N. C. A. also to devise a membership for the jobbers. The proposition merits serious consideration.

## Here's How

**O**F N view of past failures in the candy industry to keep its black sheep from straying from the fold, doubts have been expressed by some manufacturers that the recalcitrants will ever be kept in line, even under the Recovery Act. "Will the industry be able to get together?" they say. "If so, how will its code and agreements be enforced?"

The fact is that the industry has already gotten together. In its recent convention the trade association adopted almost unanimously a set of principles to form the basis of its code, which now has been drawn up by a Board of five selected by the industry to do the job. The majority of manufacturers realize they must work together or submit to intervention by the government.

As to the enforcement measures, there are many, altho the government anticipates that 90 per cent of every industry will conduct their business in accordance with the approved code. Both the Agricultural and Industrial Acts have teeth in them. The candy industry will operate for the most part under the former, while its regulations on hours and wages will come under the control of the latter.

Announcement has just been made that the licensing power of the Agricultural Adjustment Act may be invoked by the Secretary of Agriculture to make fully operative the provisions of any approved marketing agreement, if such action is deemed advisable. Under the licensing system every member of the industry would automatically be issued a license. But this may be suspended for violations of the industry's code or marketing agreement. Violators who continue without a license may be subjected to a fine of \$1,000 for each day during which the violation continues.

Manufacturers who refuse to cooperate will face other restraining factors besides government prosecution and suspension of license; for instance, the persuasive and police power of the industry, exposure through publicity, and the antagonistic opinion of the industry and public.

Any breaches of the code will quickly be known to competitors, who will report to the Managing Director. Upon investigation, he will bring the complaint to the

attention of the violator and endeavor to secure a correction of his conduct. According to the suggestion of W. Parker Jones, General Attorney for the industry, the Managing Director may in appropriate cases submit the controversy first to the Industrial Committee for arbitration. If their decision is adverse and the violator fails to comply with it, the Managing Director will then furnish the General Attorney with facts for presentation to the appropriate officers of the government for action.

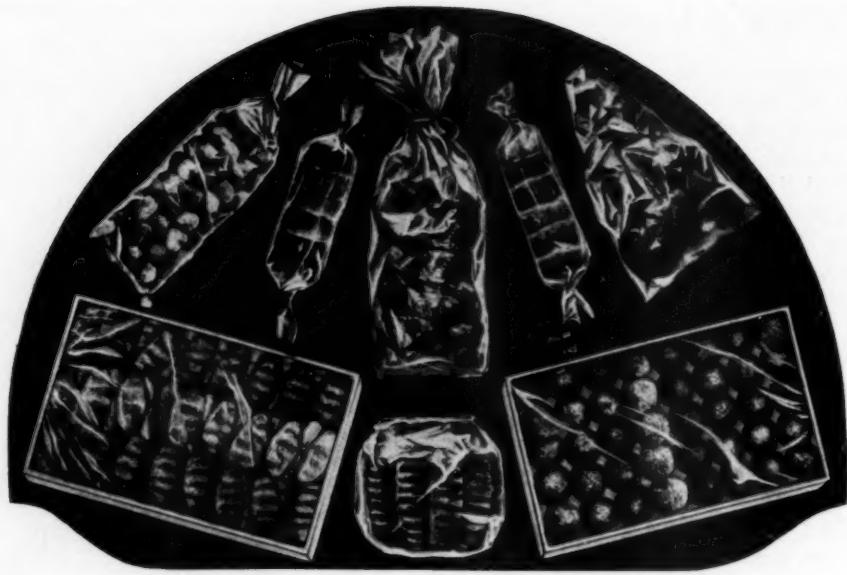
In a great industry, mutual preservation and self-preservation go hand in hand.

## Give Salesmen a "Break"

**A** SALESMAN the other day was engaged in trying to straighten out a situation between his house and a jobber customer. The episode was amusing, yet it was a pity. The more the salesman talked, the more he unsold the jobber on the manufacturer he represented. Still, the salesman could scarcely be blamed for this because it was apparent that his house was "all up in the air" in confusion under the pressure of existing conditions. The manufacturer in question was losing business despite the efforts of the salesman working in his behalf.

Today the entire industry is in a state of uncertainty, owing to the changes rapidly taking place. Nevertheless, sales and merchandising must continue; cool, clear thinking in deciding sound policies are essential. More than ever there should be cooperation between the manufacturer and his salesmen.

We are reminded of the fitting metaphor about the salesman given in his N. C. A. convention talk by James F. McHugh, then president of the N. C. S. A. "A goodly portion of your success or failure is placed on him by the authority he holds in representing you. He is your ambassador of good will, the doctor who cures the customer's ills, the artist that paints the picture in deciding sound policies are essential. Your particular line of merchandise holds for the jobber and retailer. . . . He is the most important part of the bond which holds the customer to the manufacturer."



## Pectin Jellies—Cast and Cut

*Convention Forum Address*

By R. M. PRESTON  
President, White-Stokes Co., Inc.  
Chicago, Ill.

◆ **Outline of the Production Control factors important in using Pectin for Jelly Goods . . . Various Acids and Pectin Strengths which are used**

**A**T this time pectin jellies—cast and cut—are being manufactured and sold throughout the United States, Canada, and Europe, and the volume has been increasing each year. It is, therefore, a propitious time to consider the fundamental principles which govern the production of pectin.

The progress to date has been the result of considerable research by the manufacturers of pectin and the ingenuity of the candy engineers who have drawn upon their vast experience over a great many years in working with various gums, starches, sugars, syrups and colloids. This practical work has also taken into consideration the knowledge and ability to operate various types of equipment to produce such pectin jellies on a production basis and to utilize the present equipment in plants available for such a purpose.

The available supply of pectinous raw material has been in the form of standardized and

soluble citrus pectin, citrus pectin and apple pectin. These materials have been used in conjunction with corn syrup, cane sugar, beet sugar, corn sugar, invert sugar, and various acids and salts in such proportions that a definite consistency could be obtained. Also that the finished batch could be deposited in a certain time and the pectinous pieces coated in such a manner as to be packed with safety and available for sale.

This simple and brief explanation might be considered as outlining this new type of confection. However, it is no doubt the purpose of this meeting to delve into the scientific and practical side of pectin and to bring out for the edification of the industry at large, the paramount points of not only the types of pectin, but also the control of such products so that the confectionery industry may have the same confidence and knowledge of pectin that it has of corn syrup, thin boiling starches of various fluidities,

## THE MANUFACTURING CONFECTIONER

R. M. Preston



corn sugar and the present sucrose or cane sugar, simple syrups and invert syrups.

Obviously, in the production of pectin one could hardly produce a satisfactory product without meeting the problems encountered by the corn products industry, which takes corn and by extraction and refining produces its many by-products. Such a situation applies to sugar interests which operate from the cane to raw sugars, and thence to the many by-products, so well known, and, which have been some of the greatest basic items in the manufacture of confections.

In the production of pectin we have the same procedure. The first material to be produced is the pomace, citrus, and apple from which the pectin is to be extracted. We have the cooking, extracting, filtering, precipitation, pressing, drying, powdering and standardizing as is found in many fields. Above all, there must be a definite control through all phases so that no part of the operations will have a deleterious effect on the finished product. In these operations, the producers have had to draw upon all of the technical data available, the latest types of equipment, and the most recent developments in metallurgy. These finished pectins when ready for the market must be prepared to meet actual plant conditions, and reactions of other materials and solutions that change the physical characteristics of the pectin during the cooking process.

We have, therefore, the following points that are worthy of consideration:

### **Factors in Using Pectin**

1. Type of confection to be made.
2. Condition of water in plant, whether al-

kaline or of the proper pH value.

3. pH value of the solution at the start of the cook.
4. pH value of solution when available for casting.
5. Amount of corn syrup in batch.
6. Amount of cane sugar in batch.
7. Amount of pectin in batch.
8. Amount of corn sugar in batch.
9. Amount of acid and kind in batch during cooking.
10. Amount of buffer salts, such as sodium tartrate, sodium acetate, sodium citrate, bicarbonate of soda in batch.
11. Steam pressure.
12. Amount of water in batch.
13. Whether equipment contains agitators.
14. Temperature of depositor during casting.
15. Types of moulds to be used, causing delay of casting.
16. Speed of depositor.
17. Kind of flavor used, containing or not containing acid.
18. Whether fat has been added to kettle during cooking.
19. Relative humidity to starch rooms.
20. Method of steaming and sanding jellies. Whether steamed and sanded or whether steamed, sanded, steamed and dried.
21. Type of steam used for drying; whether high pressure steam and amount of condensate.
22. Whether acid is used in water to dampen jellies in revolving pans before sanding.
23. Method of drying finished jellies.
24. Causes of and elimination of sweating.
25. Size and shape of jellies to be cast.
26. Yield from batches.
27. Tartness desired.

While these points may be many, they are familiar to all who operate plants efficiently and have to be considered in the production of merchandise that will be presentable when received by the consumer.

### **Various Jelly Units**

In the production of pectin the manufacturers produce certain strengths that will jell a given amount of sugar in a 65 per cent sugar solution when the proper amount of acid has been subsequently added, so as to give a finished semi-solid gelatinous mass that will have a firm body, turn out of the glass clearly, and have a resilience that will make the jelly flexible.

In analyzing the type of batches to be made it

## PECTIN JELLIES—COST AND CUT

is well to think in terms of jelly units when working with straight pectin. The following represents to a certain degree a few of the types of pectin jellies now being made: Number of jelly units to 100 units of corn syrup, corn sugar, cane sugar, and invert sugar solids—135 jelly units, or 140,—153,—160, 166,—170,—185, 200,—or 333 jelly units.

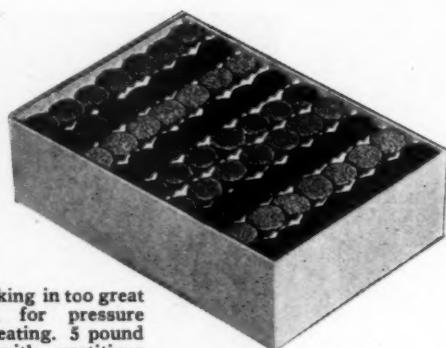
For small jellies the relationship of 153 to 200 for every 100 units of sugar and corn syrup solids produces most satisfactory jellies. The smaller number of pectin units are most applicable to the midget types of jellies, but it has been found advisable to increase the pectin strength to as high as 200 units. In cooking, it has been found that 228-229-230 degrees is advisable in some localities for the pieces containing the least pectin strength, whereas on 185 to 200 such temperatures as 226-227 degrees have been most satisfactory.

For slab work it is necessary to increase the pectin strength from 250 to 333 with a relationship of 100 parts of cane sugar to 60 parts of corn syrup. The following represents a few basic formulas:

100 parts cane sugar	
500 units pectin	
60 parts corn syrup	
	cook 224°
100 parts cane sugar	
100 parts corn syrup	
287½ units pectin	
	cook 228°
130 parts corn syrup	
60 parts cane sugar	
40 parts corn sugar	
420 units pectin	
	cook 228°
45 parts corn syrup	
45 parts cane sugar	
10 parts cerelose	
125 units pectin	
	cook 230°

### Acids Important

In the cooking of pectin jellies it has been observed that many batches have been unsuccessful due to harmful reaction of added materials. Alkalies have a marked effect on the strength of pectin and also copper salts from unclean kettles. Water should be more on the acid side than alkaline. The alkali has a tendency to throw the pectin out of suspension and break the pectin down. Too much acid will cause the gradual development of pectic acid, causing a spongy mass and jelly-like substance, and give



Avoid packing in too great quantities, for pressure causes sweating. 5 pound boxes with partitions travel well, worth cost.

the finished jellies a jammy and brittle texture with no resilience. Therefore, pectin must be carefully standardized to meet such situations.

If acid is cooked in the batch in the presence of a salt there should be a knowledge of what is going on in the cooking process. When corn syrup, cane sugar, corn sugar and invert sugar are cooked to a high degree it will only take a small percentage of acid to cause a set. If too much is added there will be a premature set. If not enough acid is added, to delay the set, the finished product will be free from the tartness.

It has been observed that finished pectin jellies, by refractometer test, should contain from 81 to 85 per cent total solids, unless extra pectin has been added to take up this additional moisture content. If too much acid is added it causes a pressure that eventually shrinks the pectin and causes sweating in the same manner as squeezing a sponge that is capable of retaining a definite amount of water. The lack of pectin will also result in such a reaction; likewise, an improper balancing of sucrose, dextrose, dextrine or invertose.

The following acids, such as acetic, lactic, malic, citric, tartaric and phosphoric have been experimented with. Also gluconic, racemic, and gluconic delta lactone. Combinations of potassium and sodium tartrate, sodium acetate, sodium citrate and sodium tartrate have also been tested. The potentiometer, color tests, and other methods have been utilized to measure the pH value of solutions. However, it is necessary that the acid in the batch should be controlled by means of a buffer salt so that the acid employed will not be neutralized prematurely and cause an alkali reaction, or insufficiently neutralized to cause too great hydrogen ion concentration, resulting in a premature set. To

(Continued on Page 46)

# Cream Centers—Cast, Rolled and Crystallized

♦ Including Formulas for Ten Types Cast Cream Centers, Using a Single Basis Fondant and Three Kinds of Frappe

Convention Forum Address

By JAMES A. KING

*The Nulomoline Company  
New York, N. Y.*

HE earliest reference to cream center making that I have found is in a book on candy making published in England in 1796. It states that the first so-called cream centers were made by mixing ground sugar with egg white, flavor was added and the resulting dough or paste was rolled into balls. This was the first cold process fondant.

Later, fruit juices, egg whites and powdered sugar were kneaded together and it was found that this combination produced a softer center than the egg white and powdered sugar paste.

The acids in the fruit juice doctored or, as we candy makers would say, killed the grain of the sugar, or, as the chemist would say, the acids in the fruit juice inverted part of the sugar and the invert sugar thus developed, helped to keep the center soft for a longer period. This is the first indication we have that our ancient brethren recognized the value of invert sugar in cream centers.

There is no direct evidence to show just when the first cream centers were made from fondant, but historians agree that when the Italian Marie de Medici married Henry IV, of France, she brought with her a Florentine confectioner named John Pastilla.

To him is credited the making of the first boiled fondant and the cream bon bons made from it were named Pastillas. This achievement is supposed to have taken place between the years 1585 and 1590.

There is no definite record of how John Pastilla made boiled fondant, but he might have used the water-killed or water-doctored process,

which, by the way, is still used in Italy and France as well as in other countries, including our own. On the other hand, Signor Pastilla may have used fruit juices or fruit acids, or possibly vinegar, to doctor the sugar.

The candy makers of those distant days may not have known that the acids in the vinegar and fruit juices, changed part of the sugar (sucrose) into invert sugar (levulose and dextrose), but they knew that as a result of the invert sugar developed, they secured a smoother and better keeping fondant. Then followed the use of cream of tartar, corn syrup and later, standardized invert sugar as a doctoring material or grain-retarding agent.

## Standardized Invert Sugar

During the past twenty-five years, the use of standardized invert sugar has become general—not only in cream centers, but in nearly every other type of candy—and to my own knowledge, it is in use in not less than thirty different countries of the world.

Standardized invert sugar (as popularly used by the confectioner) is white in appearance, plastic in texture and equally as sweet as sugar. It is made entirely from cane sugar and its solids consist of equal parts of levulose and dextrose with traces of sucrose.

The process by which it is made requires careful supervision by chemists trained in this work, as not only must the action and reaction of the inverting agent be well understood, but the composition of the water, the character of the sugar, the effects of varying temperatures, as well as the design and composition of the equip-

By  
Jas. A. King  
The Nudomolite Company  
New York, N. Y.

FLAVORS or Caste Green Centers	CONSISTENCY Cream Centers	BASIC FONDANT Amount	PREPARE THE "BOB" BY BOILING THE SUGAR, CORN SYRUP AND WATER, THEN MIX WITH THE FONDANT	TRAPPE No. 1	TRAPPE No. 2	REFINED INVERTASE	COLORED AND FLAVORS	CASTING TEMPERATURE
Mint	Short Heavy Type	100 lbs.	45 lbs. Sugar 5 lbs. Water 5 lbs. Saffron - oiest	--- --- --- 236° F. 8 lbs.	--- --- --- 15 lbs.	--- --- --- ---	1-1/8 ozs. Mint 2 ozs. Vanilla	140-145° F. 140° F.
Vanilla	Moderately Soft - Not Flowing	100 lbs.	35 lbs. 15 lbs. 15 lbs. Chocolate Unsweetened	--- --- 234° F. 15 lbs.	--- --- --- ---	--- --- --- ---	1-1/8 ozs. Mint 2 ozs. Raspberry	140° F.
Orange	Shorter and Lighter	100 lbs.	35 lbs. 15 lbs. 15 lbs. Cocoa Powder	--- --- --- 232° F. 10 lbs.	--- --- --- --- 15 lbs.	--- --- --- --- 2 ozs.	Orange Raspberry	145° F. 145° F.
Raspberry	Rather Soft to Flowing	100 lbs.	40 lbs. 10 lbs. 10 lbs. Water	--- --- 236° F. 10 lbs.	--- --- --- ---	--- --- --- ---	Orange Raspberry	145° F.
Coffee	Imitation Hand Rolls - Plastic - Light	100 lbs.	30 lbs. 20 lbs. 20 lbs. Malt Fondant to 145 degrees F. (No Egg)	--- --- --- 236° F. ---	--- --- --- 20 lbs.	--- --- --- ---	Orange Raspberry	140-145° F.
Lemon	Whipped - Cast Greens - Rather Light	100 lbs.	35 lbs. 15 lbs. 15 lbs. Malt Fondant to 145 degrees F. (No Egg)	--- --- --- 236° F. ---	--- --- --- 20 lbs.	--- --- --- ---	Orange Raspberry	140-145° F.
Chocolate Pudding	Plastic and Light	100 lbs.	6 lbs. Water	--- 236° F. ---	--- --- ---	--- --- ---	Orange Raspberry	140-145° F.
Cocoa	Short and Light	100 lbs.	35 lbs. 15 lbs. 15 lbs. Malt Fondant to 145 degrees F. (No Egg)	--- --- --- 236° F. ---	--- --- --- 20 lbs.	--- --- --- ---	Orange Raspberry	140-145° F.
Molasses	Plastic - Moderately Light	100 lbs.	25 lbs. Water	--- 256° F. ---	--- --- ---	--- --- ---	Orange Raspberry	140-145° F.
Ass't Flavors	Short Crystallized Greens	100 lbs.	70 lbs. 10 lbs. 10 lbs. Water to dissolve the sugar	--- 246° F. ---	--- --- ---	--- --- ---	Orange Raspberry	140-145° F.

TRAPPE - No. 1

60 pounds Sugar	Corn syrup	50 pounds Standardized Invert Sugar	50 pounds Standardized Invert Sugar	50 pounds Corn syrup
20 "	Corn syrup	1 "	Albumen - dissolved in Water	Standardized Invert Sugar
10 "	Standardized Invert Sugar	2 "	Albumen - dissolved in Water	Standardized Invert Sugar
Water to dissolve the sugar		4 "	Albumen - dissolved in Water	Standardized Invert Sugar
Boil to 236-244 degrees F., then cool to 110 degrees F. and cream.				Boil the corn syrup to 246 degrees F., Shut off the steam, add the Standardized Invert Sugar and stir until melted. Promptly place the batch into a beater, start the beater, then gradually add the dissolved albumen and beat until light.

TRAPPE - No. 2

60 pounds Sugar	Corn syrup	50 pounds Standardized Invert Sugar	50 pounds Standardized Invert Sugar	50 pounds Corn syrup
10 "	Standardized Invert Sugar	2 "	Albumen - dissolved in Water	Standardized Invert Sugar
Water to dissolve the sugar		4 "	Albumen - dissolved in Water	Standardized Invert Sugar
Boil to 236-244 degrees F., then cool to 110 degrees F. and cream.				Boil the corn syrup to 246 degrees F., Shut off the steam, add the Standardized Invert Sugar and stir until melted. Promptly place the batch into a beater, start the beater, then gradually add the dissolved albumen and beat until light.

## THE MANUFACTURING CONFECTIONER

ment must also be considered and what is of even greater importance—all of these factors must be under almost automatic control—if uniform invert sugar of pre-determined acidity is to be produced.

The process of inverting is such a delicate one that the use of acids in fondant making and cream centers (except as a flavor) has steadily decreased. The modern way to use standardized invert sugar when making fondant, is to boil it with the sugar, corn syrup and water to the desired degree—then you will know in advance just how much invert there will be present in the finished fondant. By this process it is possible to entirely eliminate the use of cream of tartar, acetic acid and other acids used for doctoring purposes.

There was a time when cream center making was referred to as an art, but of comparatively recent years, much of scientific interest has been developed. Thanks to the work of Owen, Booker, Schneller and Paine, we can visualize the anatomy of a cream center and tell whether it will retain its freshness or ultimately ferment.

Chemists tell us that the fondant, or cream center is composed of thousands of tiny sugar crystals, each of which is surrounded by a film of syrup. The sugar crystals are the solid phase and the syrup portion is the liquid phase. Each of these phases has a direct bearing on the texture of the cream center and on its ability to resist fermentation and this applies to cast creams, hand or machine rolled, short plastic flowing liquid or cordial fruit cream centers.

### Function of Invert Sugar In Fondant

The function of standardized invert sugar in fondant making is to produce a larger percentage of syrup in the fondant and to increase the density of the syrup portion of the fondant. But it does more than that; it helps you to produce a smoother fondant—a fondant having a larger number of finer crystals and as a result the fondant will be more tender.

By increasing the syrup density, the torula yeast which are ever present, are rendered harmless. They inhabit the syrup portion of the fondant and when the syrup or liquid phase, is sufficiently dense, it virtually (although not actually) presses the life out of them. The term used by the physicist to explain this phenomenon is *camosis*.

The osmotic pressure exerted by a fondant containing invert sugar is greater than that of a fondant containing only sugar and corn syrup

—granting that both are of the same total solids.

### Formulas for Cream Centers

Now we come to the question of formulas for different kinds of cream centers. A couple of weeks ago I examined a mass of cream center formulas collected over the past twenty years and I found formulas for 23 different kinds of fondant. Many years back we thought it necessary to make a special fondant for each grade of center.

There was water-killed fondant, fondant doctored with acetic acid, vinegar, cream of tartar, others recommended the use of starch, fruit juices and pulp, jap jellies, gum arabic, dextrose, gelatine, honey, corn syrup and invert sugar. If a chemist were to make a summary of them, he would find that the essential constituents are sugar, invert sugar, corn syrup and water.

Now gentlemen, let us assume that you were about to take on a new foreman for the cream department and that I landed the job. Shortly after my arrival at your plant you would introduce me to the sales manager and he would immediately proceed to tell me the troubles he had with the previous foreman. The cream centers weren't uniform, the flavors and colors varied. When he wanted a short plastic center, he got a hard one. Half of the whipped creams made were hollow on the bottom; flowing cream centers were almost as elastic as nougat.

The hand rolled creams were more like putty. And then he would add, the worst of it all was that when I sent up a rush order, it would take three or four days before the creams reached the shipping room and to cap the climax, every now and then I would get a batch of cream centers back that had fermented.

Then Mr. Sales Manager would grin and say, "Jim, it's not an easy job, but go to it and do your best, and, by the way, take this list with you and rush the work as much as you can."

Here's the list—mint cast cream centers—short—heavy type. Vanilla cast cream centers—moderately soft—but not flowing. Orange cream center shorter and lighter. Raspberry cast cream centers, rather soft to flowing. Coffee, imitation hand rolled, cream centers cast into starch—plastic and light. Lemon extra light whipped cast cream centers. Chocolate pudding cast cream, flavored with cocoa powder—short. Chocolate pudding, cast cream, flavored with

## CREAM CENTERS

unsweetened chocolate—plastic. Assorted flavors crystallized creams.

That makes a total of ten distinct types of cast cream centers.

Now, gentlemen, how many kinds of fondant will be used to make the ten different centers?

I believe that many of the candy makers present will agree that only one basic fondant is necessary and that we shall also need three other stock preparations: namely, a Frappe No. 1, Frappe No. 2 and Frappe No. 3.

I would first make the basic fondant, using the following proportions:

### BASIC FONDANT

80 pounds Sugar

20 pounds Corn syrup

10 pounds Standardized Invert Sugar

Sufficient water to dissolve the sugar

The size of the batch would depend upon the capacity of the equipment, as this formula can be successfully handled on any type of equipment and it may be made in 100 lb. batches or 1,000 lb. batches. The temperatures to which the batch would be boiled would vary between 238 degrees to 244 degrees, Fahrenheit.

While the fondant was being made, I would get busy and make up the three different batches of frappe.

The Frappe No. 1 would be made by boiling 50 lbs. of corn syrup to 245 degrees F., then 50 lbs. of standardized invert sugar would be added and stirred until it was melted, then the batch would be promptly placed into a beater, the beater started and one pound of albumen dissolved in 2 lbs. of water would be gradually added and the batch beaten until light.

The formula for the Frappe No. 2 is practically the same as the Frappe No. 1, with the exception that twice as much albumen and double the amount of water is used to dissolve the albumen.

The Frappe No. 3 is to be used especially for whipped creams and chocolate pudding and this would be made by boiling 50 lbs. of corn syrup to 245 degrees F. Then 50 lbs. of standardized invert sugar would be added and mixed well, and this syrup would be immediately transferred to a marshmallow beater, the beater set in motion and then 1½ lbs. of gelatine soaked in three pounds of water would be added.

After the batch is beaten for a minute or two, we would add 1½ lbs. of albumen dissolved in 3 pounds of water and then the batch would be permitted to beat until it was almost cold.

I think it is good practice to make the frappe in advance, so that it is practically cold by the time it is used, as this insures better air retention. The purpose of the frappe is to lighten and whiten the cream centers, and it has a very definite influence on the final texture of the cast cream centers.

Now, let us suppose we have about 100 lbs. each of the frappes made and about a ton of the basic fondant.

We know that there are three distinct steps or stages to the manufacture of cast cream centers; namely, the manufacture of the fondant, the preparation of the frappe, and the setting up or boiling of the bob or bobtail, or as our British friends term it, the conserve syrup.

By varying the percentage of sugar, corn syrup and water used in setting up the bob, you can largely determine and control the final temperature of the cast cream center batch at the time it is ready to cast into starch.

I rather favor the use of about 50 lbs. of the bob syrup to 100 lbs. of the basic fondant, and I think it is good practice to have the fondant warm (about 120 degrees F.) at the time the bob is poured and mixed into the fondant.

This, as a rule, will result in a casting temperature ranging between 135 degrees and 150 degrees F., depending, of course, upon the temperature and amount of frappe used.

Now, gentlemen, I hope that each of you have a copy of the chart of the ten different types of formulas and by glancing at it, you will note that we attempt to produce changes in the texture of the cream centers by using different amounts of corn syrup and sugar in the bob and also by the addition of larger or smaller amounts of the Frappes No. 1, 2 and 3.

Let us explain this further. Take the formula entitled Mint Cast Cream Centers—Short—Heavy Type. We place 100 lbs. of the fondant into a melting kettle and warm it to about 120 degrees F. Then we proceed to set up the bob.

This consists of 45 lbs. of sugar, 5 lbs. of corn syrup and about 15 lbs. of water which are boiled together to approximately 236 degrees F. This is promptly removed from the kettle and poured into and mixed with the fondant.

Now we add only 8 lbs. of the Frappe No. 1.

It will be recalled that the Frappe No. 1 is heavier than the Frappe No. 2 or 3.

If we wanted to make this center tougher or less short, we would cut down on the sugar and increase the amount of corn syrup.

(Continued on Page 46)

# Starches in Gums and Jellies

By JAMES R. KEARNEY

*Penick & Ford Sales Co., Ltd., Cedar Rapids, Ia.  
A Production Forum Address—N. C. A. Convention*

**J**ELLIES and gums as manufactured in this country, require starches, and the chemistry of starches and the behavior of colloidal suspensions of the same, are the most important controlling factors in a confection made with it. The sugars and corn syrup used, and the ratio of the two, of course have an influence on the characteristics of the finished product, and the effect of these ingredients on the starch cannot be disregarded.

Complex as the molecule of "Starch" is, and complex as the colloidal structure of its cooked pastes are, relatively simple and uniform are the effects obtained by the use of this product if a few important factors are observed in connection with the application.

Starch may have its origin from many sources, and depending on its origin, the effects obtained will show sufficient difference to interfere with any standard set up formula.

## Modified and Unmodified Starch

In this paper I will limit myself to corn starches, as they are used practically exclusively in this country. In general, two modifications are available, the so-called "Thin Boiling" or Modified Starch, and the "Thick Boiling" or Unmodified product; the latter being a starch which has been separated from the other components of the corn kernel, and after washing with water is dried and sold as Crystal or Pearl Starch, or ground or pulverized and sold as Powdered Starch.

The "Thin Boiling" starch or Modified Starch, is produced by treating the "Thick Boiling" starches with agents which have a tendency to degrade the cell sac or envelopes of the individual starch granules and thereby permit a better dispersion of the particles while cooking and reducing the ability of such a paste to set firm after cooling. After the action of the chemicals has reached the desired degree, the reaction is stopped and the chemical removed from the starch by means of washing. In the method of drying, depending on the thickness

of the wet starch as well as the rate of drying, the finished product will be in so-called Crystal or Pearl form, and if desired in Powdered form such Pearl starch is pulverized and bolted through silk cloth.

The physical form, Crystal or Powder, has no bearing on quality. In every instance the starch will have to be suspended in water before cooking. There is a slight difference as to the ease of forming a starch milk and this is in favor of Pearl or Crystal Starch.

Depending on the agents used, the mode of application, and general local condition, the end-product obtained varies to a certain extent, and the general designation of Confectioners' Thin Boiling Starch is hardly sufficient to distinguish the different products on the market.

## Oxidized Starches

The so-called Oxidized Thin Boiling Starch is probably the newest addition to the grades of starches used for confectionery purposes, and they seem especially well fitted for the production of gums and jellies, and this for the following reasons:

First: The clarity of the cooked pastes, due to the finer dispersion of the particle size.

Second: Retention of more moisture without sweating, due to uniform degradation of the cell sac.

Third: Economic advantages arising from the better shelf life and increased yield due to moisture.

To obtain best results with any starch, proper relation between moisture in the finished candy to the percentage of starch, corn syrup and sugar used, must be maintained.

## The Moisture Problem

The quantity of starch used should be so regulated that the total moisture in the finished candy can be retained by the starch and will not leave the candy and express itself in shrinkage and deformation of the finished goods. The non-sugars present in corn syrup will assist the

## STARCH IN GUMS AND JELLIES

starch in the action as a protective colloid and difficulties from crystallization of gum and jellies in the presence of even a small amount of starch, are practically avoided.

The ability to retain moisture and control of the texture of the finished product is therefore much more important, and the best effects can only be obtained by proper dispersion of the starch particles, which is accomplished by proper cooking.

### Facts About Cooking

In order to achieve this, sufficient water must be present to allow a free boiling at the early stages of operation. The best mode of cooking therefore consists in preparing a starch suspension or milk in cold or lukewarm water and add this mixture to the hot or boiling mass while thorough agitation is applied. The temperature necessary to gelatinize starch is much below the boiling temperature of water, but in order to properly gelatinize, the individual starch granules must have an opportunity to come in contact with moisture or water and heat. The gelatinized starch is acting as an insulator against heat and water and prevents the complete gelatinization of all starch granules which it encloses if cooked in insufficient water. Unless completely gelatinized, transparency is not possible, and unless finely dispersed into smallest colloidal particles, transparency is adversely affected.

The time of cooking in the presence of sufficient water should, however, be reduced to an economical minimum, for two reasons:

First: The effect of prolonged cooking on the strength of the starch gel.

Second: The effect of cost of production due to unit capacity.

It is of course cheaper to remove moisture in the kettle than in the tray or starch drying room, and it is only the practical limitation to cast a piece containing the final proper moisture which prevents us from carrying the operation of moisture removal to completion in the cooking kettle. It is quite evident, however, that a starch which will form a paste which is thin at elevated temperature, even in higher concentration of dry substance, is more ideally fitted for the particular purpose of producing gums most economically. The Oxidized Starches more closely approach this condition.

Prolonged cooking has the undesirable effect of "thinning" the starch. This is due to the hydrolyzing effect of acids and acid salts on starch. Corrective measures are found in the

addition of more starch, which, however, causes deficiency in transparency. Acids, such as citric acid or tartaric acids or their salts, are used in the manufacture of gum to cause a certain amount of inversion of the Sucrose used, as invert syrup has the advantage of retaining moisture. Acids or acid salts also help in the dispersion of the starch particles and thereby help in creating clear cooks in minimum time.

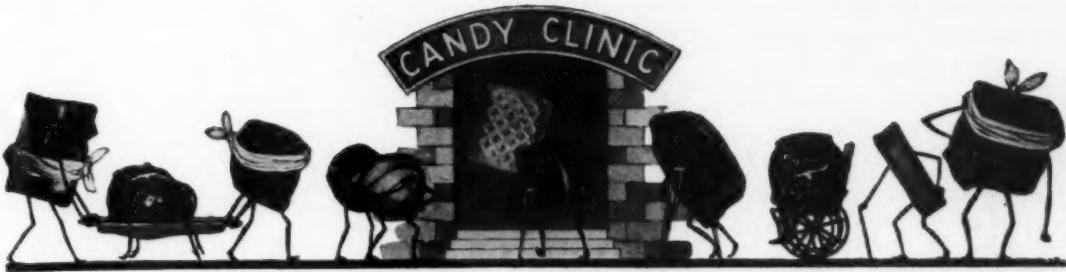
### Transparency in Jellies

In some fruit jellies or slices the absolute transparency is not demanded or desired and cloudy effects, to more closely imitate the product of nature, are created by the addition of small quantities of fat or oils. The addition of such fatty matter decreases the strength of the jelly and shortens the goods; its addition will decrease the surface tension of the batch in the kettle and therefore allow somewhat more rapid boiling, but the disadvantage of interference with clarity limits the advantageous use of these products.

Transparency may be interfered with if hard waters are used in cooking the candy, and the usual remedy to cook longer and more vigorously if cloudiness persists does not work in this particular instance. The more water one adds to the batch to replace the portions which have been boiled off, the more of the undesirable constituents are added. If hard water interferes with quality it should be replaced with condensate properly collected, or water softened by means of the simple chemical softening devices which employ Permutite or Zeolite minerals as softening agents.

The ability of starch gels to retain moisture is well known and its practical value has been exploited by the creators of confections. In the boiling operation this characteristic is somewhat bothersome and best overcome by the common expedient of agitation. This agitation if too violent may thin the starch paste and the speed of the agitator as well as the diameter of the agitator blades should be taken into consideration in establishing conditions for duplication of results.

The end point of the cooking operation is still determined by the use of so-called skill tests of the trade. The scientific instruments, such as Refractometers, have not found general application, undoubtedly due to the relative high cost and the fact that the expert candy cookers of the factory are capable of distinguishing moisture contents within one-half of one per cent—depending entirely on their skill to judge rather crude physical phenomena.



*The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Each month a number of samples of representative candies are picked up at random. Each sample represents a bona-fide purchase in the retail market so that any one of these samples may be yours.*

*This series of frank criticisms on well-known, branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of the M. C.*

*Next month we will discuss Bar Goods.*

## Summer Bars and Packages

### Code 8a 33

#### Assorted Jellies and Gums—10 oz. —23c

(Purchased in a drug store, New York City)

**Appearance of Package:** Good. One-layer openface tray wrapped in Cellophane with a yellow triangle seal printed in red tipped on corner. All pieces packed in green cups.

#### Marshmallow Jellies—

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Crystal:** Good.

#### Strings and Operas—

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Crystal:** Good.

#### Gum Squares—

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Crystal:** Good.

#### Jelly Patties—

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Crystal:** Good.

#### Licorice Drops: Good.

#### Assortment: Good.

**Remarks:** This is a good assortment. The quality is good and the package is cheaply priced at 23c.

### Code 8b 33

#### Coconut Cake—1 1/4 oz.—5c

(Purchased at a candy stand, New York City)

**Appearance of Package:** Good.

**Contents:** Piece is made of soft coconut center dipped in bonbon cream.

**Color:** Fair.

**Jacket:** Hard and dry.

**Center—**

**Texture:** Good.

**Flavor:** Slightly rancid.

**Remarks:** Suggest bar be crystallized and center checked up as it is not a good eating piece.

### Code 8c 33

#### Assorted Mints—10 oz.—50c

(Purchased in a drug store, Boston, Mass.)

**Appearance of Package:** Good. One-layer box with Cellophane window in cover. Box printed in green and white leaf design.

**Appearance of Box on Opening:** Good.

**Contents:** Molasses hard candy balls, chewey molasses chips, green sticks and cuts, sugar mints, green gums and Newport cream bars.

**Molasses Hard Candy—**

**Gloss:** None.

**Stripes:** Good.

**Flavor:** Good.

**Molasses Chips:** Good.

**Hard Candy Sticks:** Good.

**Hard Candy Cuts:** Good.

**Molasses Kisses:** Good.

**White and Green Kisses:** Good.

**Green Gums:** Good.

**Sugar Wafers:** Good.

**Cream Wafers:** Good.

**Marshmallow Jellies:** Good.

**Assortment:** Good.

**Remarks:** This is a good summer box and the assortment is well balanced.

Suggest the Newport cream bar be made smaller. At this price a better grade divider can be used. Suggest a green top divider be used. A transparent outside wrapper is needed as the box had finger marks on it, also fly specks.

### Code 8d 33

#### Molasses Pop Corn—3 oz.—10c

(Purchased in a cigar store, Boston, Mass.)

**Appearance of Package:** Good. Molasses pop corn in the shape of a brick. Cellophane wrapped with white band printed in red and blue.

**Size:** Good.

**Texture:** Good.

**Flavor:** Good.

**Remarks:** This is a good eating molasses pop corn neatly put up but is a trifle high priced. Suggest some well roasted peanuts be mixed with the corn.

## THE CANDY CLINIC

### Code 8e 33

**Mallow Jellies**— $\frac{1}{4}$  oz. or over—5c  
(Purchased in a railroad station, New York City)

**Appearance of Package:** Good. Eight gum drops, two with marshmallow, packed in a boat. Cellophane wrapped and blue label.

**Colors:** Good.

**Texture:** Good.

**Flavors:** Fair.

**Remarks:** The flavors of these gums are not up to standard. Package is of good size and weight was about 2 $\frac{1}{2}$  or 3 ozs.

### Code 8f 33

**Sugared Lemon Drops**—2 $\frac{1}{2}$  oz.—5c

(Purchased in a railroad station, New York City)

**Appearance of Package:** Good. Printed Cellophane bag used.

**Color:** Good.

**Flavor:** Fair.

**Remarks:** This is a good size 5c hard candy package, but the lemon flavor was not right; either the candy is old or the flavor not up to standard.

### Code 8g 33

**Iced Caramels**—1 $\frac{1}{2}$  oz.—5c

(Purchased in a railroad station, New York City)

**Appearance of Package:** Good. Eight iced caramels on a layer board, Cellophane wrapped. Red seal printed in gold.

**Icing:** Good.

**Caramel—**

**Color:** Good.

**Texture:** Good.

**Flavor:** Good.

**Remarks:** This is a good eating iced caramel.

### Code 8h 33

**Marmalade Slices**—8 oz.—25c

(Purchased in a drug store, New York City)

**Appearance of Package:** Good. Package is shaped like an orange slice, pieces colored in yellow, orange and green. Neatly put up in a round basket edged tray, Cellophane wrapped. Packed in a yellow folding carton.

**Colors:** Good.

**Shape of Slice:** Good.

**Texture:** Good.

**Flavors:** Entirely too much acid used.

**Remarks:** This is an exceptionally neat and attractive package and cheaply priced. Suggest less acid be used as it spoiled the flavors.

### Code 8i 33

**Cream Mint**—1 $\frac{3}{4}$  oz.—5c

(Purchased at a candy store, New York City)

**Appearance of Package:** Good. This is a large piece of cream mint wrapped in printed Cellophane.

**Color:** Good.

**Texture:** Too hard.

**Flavor:** Good.

**Remarks:** Flavor was good but piece is too hard and dry.

### Code 8j 33

**Jujufruits**—2 oz.—5c

(Purchased at a cigar stand, New York City)

**Appearance of Package:** Good. Pieces put on a boat and wrapped in Cello-

phane printed in fruit design.)

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** This is a good size 5c seller and good quality for this type of goods.

### Code 8k 33

**Crystallized Tomato Jellies**—1 $\frac{1}{2}$  oz.—5c

(Purchased at a newsstand, New York City)

**Appearance of Package:** Good. Four red crystallized jellies cupped and packed on a piece of board with Cellophane wrapper printed in green and red.

**Color:** Good.

**Texture:** Good.

**Flavor:** Good.

**Remarks:** This is a good eating jelly piece.

### Code 8l 33

**Assorted Frappes**—2 oz.—5c

(Purchased in a depot, New York City)

**Appearance of Package:** Good. Four crystallized marshmallow jellies in cups, finger shape, wrapped in Cellophane with red seal printed in gold.

**Colors:** Good.

**Texture:** Good.

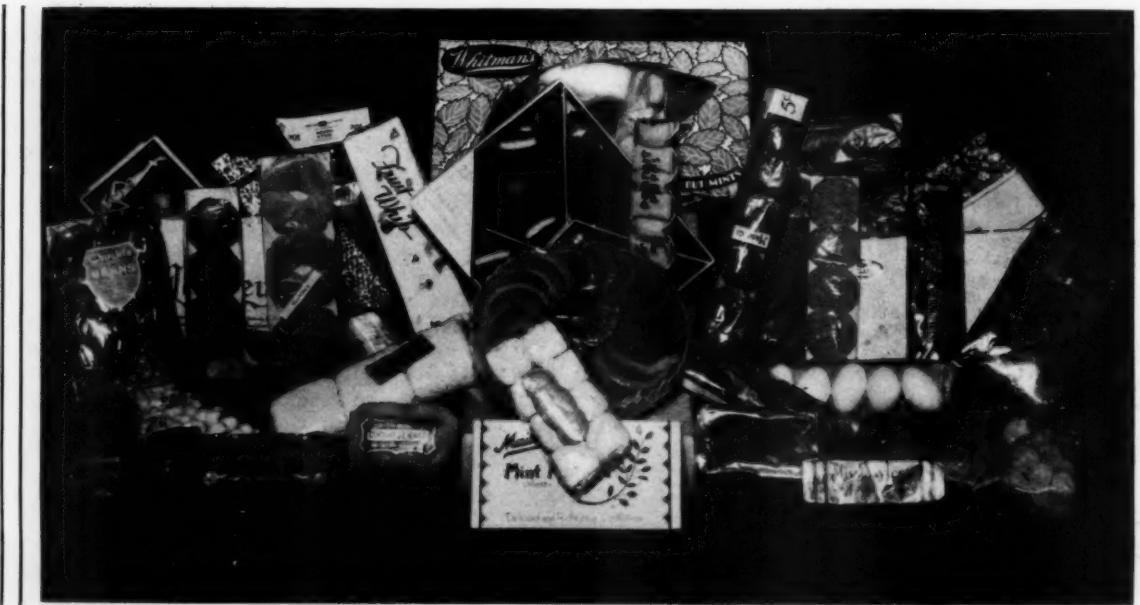
**Flavors:** Fair.

**Remarks:** The flavors are not up to standard. Lemon had an off taste as did the violet colored piece.

### Code 8m 33

**Fruit Pattees**—2 oz.—5c

(Purchased in a drug store, New York City)



## THE MANUFACTURING CONFECTIONER

**Appearance of Package:** Good. Four colored marshmallow jellies on a board layer. Cellophane wrapped.

**Colors:** Good.

**Texture:** Good.

**Marshmallow Center:** Good.

**Flavor:** Good.

**Remarks:** This is a good eating marshmallow jelly.

### **Code 8n 33**

**Marshmallow and Coconut—1 1/4 oz.—5c**

(Purchased at an "L" station, Chicago, Ill.)

**Appearance of Package:** Good. Three large white marshmallows covered with white coconut on a piece of board with silver and blue seal. Cellophane wrapped. These marshmallows had a center of chocolate fudge.

**Color:** Good.

**Texture:** Good.

**Flavor:** Good.

**Center:** Good.

**Remarks:** This is a good size coconut marshmallow package and good eating.

### **Code 8o 33**

**Jelly Drops—6 oz.—10c**

(Purchased in a retail store, San Francisco, Calif.)

**Appearance of Package:** Good. Cellophane bag used with printed clip on top.

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** Package is high priced for this type of candy.

### **Code 8p 33**

**Gum Drops—(No weight)—10c  
(About 2 oz.)**

(Purchased in a retail store, San Francisco, Calif.)

French gum drops in a printed glassine bag.

**Colors:** Good; green was entirely too deep.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** Good eating French gum drops.

### **Code 8q 33**

**Pineapple Slices—3 oz.—5c**

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Package:** Good. Six half pieces of gum slices on a piece of white board printed in blue, Cellophane wrapped.

**Color:** Good.

**Shape:** Looked more like an orange slice.

**Texture:** Good.

**Flavor:** Hardly any could be tasted.

**Remarks:** A good size 5c package but pieces lacked flavor.

### **Code 8r 33**

**Orange Halves—3 oz.—5c**

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Package:** Good. Five orange gums on a white board printed in blue, Cellophane wrapped.

**Color:** Good.

**Texture:** Good.

**Shape:** Good.

**Flavor:** Hardly any could be tasted.

**Remarks:** Package is of good size but piece lacked flavor.

### **Code 8s 33**

**Caramel Marshmallow Bar—1 oz.—5c**

(Purchased in a chain store, San Francisco, Calif.)

**Appearance of Bar:** Good but small. Wax paper and printed foil wrapper used.

**Chocolate Caramel—**

**Texture:** Good.

**Flavor:** Good.

**Marshmallow:** Good.

**Remarks:** A good eating caramel marshmallow bar but small for a 5c seller.

*DUE to limited space, it is possible to include only a cross section of the goods available under the different types and classifications of candies brought to the Candy Clinic each month for examination. Partiality and discrimination play absolutely no part in our selections. Lesser known merchandise is sometimes given preference over merchandise that has already established itself favorably in the eyes of the consumer, and to that extent only can we be considered discriminatory.*

*Bearing this fact in mind it is evident that the market holds many excellent confections which never reach the Candy Clinic for examination. Such being the case, any opinion we might express in these columns as to the superiority or inferiority of any item analyzed, is in no sense a fair basis for comparison with any of the many other confections of the same type which do not happen to be among the items examined at that particular time.* —Editor.

### **Code 8t 33**

**Peanut Chew—1 1/2 oz.—5c**

(Purchased in a chain store, San Francisco, Calif.)

**Appearance of Bar:** Good. Wax paper and foil wrapper used. Bar is a soft caramel full of peanuts.

**Texture:** Good.

**Taste:** Good.

**Remarks:** A good eating peanut caramel bar but small looking for a 5c seller.

### **Code 8u 33**

**Orange Slices—8 oz.—10c**

(Purchased in a grocery store, San Francisco, Calif.)

**Appearance of Package:** Good. Cellophane bag used with printed clip on top.

**Color:** Good.

**Shape:** Good.

**Texture:** Good.

**Flavor:** Fair.

**Remarks:** Slices lacked flavor. This type of candy is poor eating when flavor is lacking.

### **Code 8v 33**

**Assorted Mints—5 oz.—2 for 15c**

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Package:** Good.

This piece is an after-dinner mint with a jelly filling in different colors.

**Mint:** Good texture but flavor not strong enough.

**Centers:** Good.

**Flavors:** Fair.

**Remarks:** This is a good eating mint but flavors are not right.

### **Code 8w 33**

**Orange Jellies—4 oz.—5c**

(Purchased at an "L" station, Chicago, Ill.)

**Appearance of Package:** Good. Five pieces of orange jellies in a printed Cellophane wrapper.

**Color:** Good.

**Texture:** Good.

**Flavor:** Fair.

**Remarks:** A good eating gum jelly, needs more flavor.

### **Code 8x 33**

**Assorted Jellies—3 1/2 oz.—5c**

(Purchased at an "L" station, Chicago, Ill.)

**Appearance of Package:** Good. Six large gum jellies in a printed tray, Cellophane wrapper.

**Colors:** Good.

**Texture:** Good.

**Flavors:** Cheap tasting.

**Remarks:** The flavors used are not up to standard, very cheap tasting flavors.

## THE CANDY CLINIC

### **Code 8y 33**

**Peanut Puffs—1½ oz.—5c**

(Purchased in a department store, Chicago, Ill.)

**Appearance of Package:** Good. A white tray is used, Cellophane wrapper, printed in blue and white.

Piece is made of a hard candy molasses blossom, center of peanut butter. Piece is sugared.

**Jacket:** Good.

**Center:** Good.

**Flavor:** Good.

**Remarks:** A good eating molasses peanut piece.

### **Code 8z 33**

**Molasses Squares—1½ oz.—5c**

(Purchased in a department store, Chicago, Ill.)

**Appearance of Package:** Bad; looked as if candy was melting. Six pieces on a tray, printed Cellophane wrapper.

Piece is a soft molasses chew in a paper cup. Could not be consumed as candy had stuck to the cup.

**Remarks:** This is not a piece to be put out in a paper cup. If wrapped like a molasses kiss it would keep.

### **Code 8aa 33**

**Jelly Beans—6 oz.—2 for 15c**

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Package:** Good. Cellophane bag used with red seal printed in white.

**Colors:** Good.

**Texture:** Good.

**Panning:** Good.

**Flavors:** Good.

**Remarks:** While the jelly beans are good, this package is high priced at 7½c for 6 ozs.

### **Code 8bb 33**

**Assorted Hard Candies and Brittles—10 oz.—50c**

(Purchased in a retail store, San Francisco, Calif.)

**Appearance of Package:** Good. Stock box printed in red and go'd.

**Appearance of Box on Opening:** Good. Contents of Box: Solid and filled hard candies, salt water taffy, chewy taffies wrapped and one foiled solid chocolate piece.

**Colors:** Good.

**Stripes:** Good.

**Flavors:** Good.

**Gloss:** None

**Wrapped Chewey Taffies—**

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Page 28**

### **Salt Water Taffy—**

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good.

**Solid Chocolate Piece:** Good.

**Assortment:** Good.

**Remarks:** Hard candy had started to grain. Suggest hard candy be sugared.

This box is high priced at 10 ozs. for 50c. The idea of this kind of an assortment is good for the hot weather, but the hard candy will have to be sugared or put in separate wrappers.

### **Code 8cc 33**

**Jar Assorted Hard Candy—(no weight on jar)—10c**

(Purchased in a retail store, San Francisco, Calif.)

**Appearance of Jar:** Fair, a number of pieces were broken.

**Jar:** Hexagon shape; green and white seal, duplex cap.

Most all of the pieces had centers.

**Colors:** Good.

**Stripes:** Good.

**Flavors:** Good.

**Centers:** Good.

**Gloss:** Good.

**Assortment:** Good.

**Remarks:** This is a good jar of hard candy but very little, if any, profit can be made at the price of 10c. The workmanship in spinning out, etc., was not up to standard.

### **Code 8dd 33**

**Fruit Nougat Bar—2½ oz.—5c**

(Purchased at an "L" Station, Chicago, Ill.)

**Appearance of Bar:** Good.

**Size:** Good.

**Wrapper:** Printed Cellophane.

**Texture of Nougat:** Good.

**Flavor:** Good.

**Remarks:** This is a good size and good eating nougat bar.

### **Code 8ee 33**

**Assorted Jellies—2¼ oz.—5c**

(Purchased in a drug store, San Francisco, Calif.)

**Appearance of Package:** Good. Cellophane wrapper, printed paper seal.

**Assorted Jellies:** Sugared.

**Colors:** Good.

**Texture:** Good.

**Flavors:** Good, a trifle too much acid used.

**Remarks:** This is a good 5c jelly package.

### **Code 8ff 33**

**Cream Brazil Nuts—2¼ oz.—5c**

(Purchased at an "L" station, Chicago, Ill.)

**Appearance of Package:** Good. Five crystal panned cream brazils in a green board boat, printed in green, Cellophane wrapper.

**Cream:** Good.

**Brazils:** Good.

**Crystal:** Good.

**Taste:** Good.

**Remarks:** This ought to be a good 5c seller.

### **Code 8gg 33**

**Walnettos—2¼ oz.—5c**

(Purchased at an "L" station, Chicago, Ill.)

**Appearance of Package:** Good. Piece is a walnut caramel wrapped in wax paper and foil about one inch square. Packed in a tray with printed Cellophane wrapper.

**Texture:** Good.

**Flavor:** Good.

**Remarks:** This is a large looking package and a good eating piece of candy. Neat and attractive looking. This package as a 5c seller ought to "go places."

### **Code 8hh 33**

**Jelly Beans—1 lb.—10c**

(Purchased in a department store, Chicago, Ill.)

Sold in bulk.

**Colors:** Good.

**Panning:** Good.

**Texture:** Good.

**Flavors:** Good.

**Remarks:** These are good jelly beans at the price of 10c the pound.

### **Code 8ii 33**

**Orange Slices—6 oz.—2 for 15c**

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Package:** Good. Cellophane bag and board with silver and blue seal.

**Color:** Good.

**Texture:** Good.

**Flavor:** Good.

**Remarks:** This is a good package of orange slices.

### **Code 8jj 33**

**Hard Candy Almonds—5 oz.—2 for 15c**

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Package:** Good. Cellophane bag with board and blue and gold seal.

Piece is colored and shaped like an almond, soft paste filler, flavored with bitter almond, sugared.

**Size:** Good.

*(Continued on Page 52)*

*The Manufacturing Confectioner*

Eric Lehman Chats on

## Summer Bars and Packages

 HE weather this summer has been exceptionally hot in most parts of the country and with a few exceptions, the different kinds of candies have had a "hard time."

It would be a surprise to a number of manufacturers to see some of their candies in different retail outlets after the temperature has ranged from ninety to ninety-seven degrees. Some candies after being subjected to a "hot spell" prove to be anything but tempting looking.

In many cases when manufacturers plan an item they fail to give sufficient thought to how a bar or box is going to look after a "hot wave." This is the cause of the short life experienced by many a good number. In putting out a summer piece or package every piece needs to be properly wrapped in wax paper or moisture proof cellulose. The only type of candies that should be marketed for extensive summer distribution are those that will stand high temperatures of heat and humidity.

The flavors most popular in summer candies are fruit and mints. A precaution to be remembered by the production department is that the fruit flavors do not keep well unless they are kept in cool rooms or in an ice box. Small amounts of fruit flavors should be kept in the cooking rooms. The bulk of the stock, however, will stay in best condition, if kept in an ice box.

As to quality, in the majority of items the quality of the summer candies examined by the Clinic was good. But in many pieces in which lemon, orange and lime were used the flavor was either rancid or partly rancid. Then, too, some of the peppermint flavors used were of the cheapest kind.

Poor flavoring proved to be the greatest fault of the summer candies examined. Very few jelly and gum pieces had enough flavor; many pieces had no flavor; again, some had cheap rank flavors. It would

be profitable to remember that a jelly or gum is a very poor eating piece unless sufficient flavor is used.

A word at this time on the importance of flavors may be appropriate for general consideration. The finest flavors should be used, regardless of price, in any kind of candy. The flavor of a piece of candy accounts for 75 per cent of its appetizing appeal. A piece of candy may be hard, or soft, grained, or even fail to look good, but if the flavor is good it will be consumed. When the flavor is "off" or of cheap quality, regardless of how low the price may be, the piece offers little enjoyment to the consumer and very limited sales possibilities for the manufacturer.

### Size and Package

WITH employment and wages increasing, more money will soon be spent for candy. The best merchandisers will get the most business. The relationship between quantity and the package will thus become increasingly important in merchandising. Interesting light is thrown upon the "size" factor by the results of a candy sales test just completed by the Du Pont Cellophane Co., Inc., Empire State Building, New York City.

This concern wanted to find out to what extent the public is influenced by quantity alone in candy bars. So an impartial sales test was conducted in five typical retail outlets. Two sizes of a caramel bar were used for the test. They were identical excepting in size and type of wrapper. The smaller bar was wrapped in transparent material, while the larger one was in dull, semi-opaque wrap. After four weeks' test, the smaller bars, in the visible wrap, outsold the larger ones, in semi-opaque wrappers, by 20 per cent.

Two conclusions drawn from the study were: 1. A large percentage of the buying public are not impressed by size alone, but rather by

quality appearance. 2. "The average grown person wants just a bite or two of something sweet between meals or a dessert."

These figures covering a comparatively short test probably do not tell the entire story. Reducing the size of the bar would enable the manufacturer to improve the quality of the piece. This would increase repeat business over an extended time, so that improvement in sales of that bar would probably be greater even than the figures revealed in the above test.

Full discussion of the latest developments in packaging will be presented in the September issue of the *MANUFACTURING CONFECTIONER*, our annual Packaging Edition.

---

### National Salesmen Elect John G. Pentz, Belle-Mead Sweets Co., President

AT its thirty-fifth annual convention, held in Baltimore, Md., John G. Pentz of that city was elected president of the National Confectionery Salesmen's Association of America. Mr. Pentz, who succeeds James F. McHugh, is representative for Belle-Mead Sweets of Trenton, N. J. Other officers are Jack Mitchell of Lancaster, Pa., vice-president, and Henry H. Michaels of New York, secretary-treasurer. Mr. Michaels was re-elected.

The chief subject of discussion at the convention was the Recovery Act in its relation to the candy industry. The salesmen saw in the measure the end of many trade evils, including profitless selling. Mr. McHugh presided over the convention, which included a boat trip to Yorktown, Va., and other points.

An Advisory Board was newly created, with Past President McHugh as chairman. Other members are Samuel W. Reece of Rockwood & Co., Brooklyn, and H. Hanson of the Sweets Co. of America.

Nova Scotia was chosen as the 1934 convention city the second week in July, with the sessions held entirely on a steamer between there and New York.

# Code Rules Formulated In Washington Sessions

**Johnson Signs Exceptions to President's Blanket Code  
To Apply Until Candy Industry Code Is Approved**



ATEST information up to August 10th on the code situation of the candy industry is that General Johnson has signed a list of exceptions under which the confectionery manufacturers can operate under the President's blanket code until the code of the industry is finally approved. President Williamson, Managing Director Olin M. Jacobs, and others of the industry's Board have been working day and night for several weeks in sessions together and with administration officials at Washington preparing the rules which would be agreeable to the various manufacturers and acceptable to the Agricultural Adjustment and Industrial Recovery Administrators. It is expected that the code will be approved very soon. Several hearings have been held.

## Exceptions to President's Blanket Code Approved for Candy Manufacturers

Meanwhile, the exceptions to the President's Blanket Code, pertaining to hours and wages, signed by General Johnson may be put into operation by candy manufacturers wishing to cooperate with the President's N. R. A. program by signing his general uniform code. The exceptions are that the minimum wage to be paid by candy manufacturers in the North shall be 35 cents per hour, and 30 cents per hour for those in the South; excepting the firms which on July 15, 1929, paid less than 30 cents, in which cases the Northern minimum rate shall be 32½ cents and the Southern wage 27½ cents per hour. The agreement establishes an average of 40 hours



**OLIN M. JACOBS**  
Managing Director, Industrial Recovery Division of the National Confectioners' Assn.

per week in any 90 day period, but sets 48 hours as a maximum in any one week.

## Industry Rules Drawn Up Expected to Be Basis of Final Code

In the light of the recommendations passed at the recent N. C. A. convention, and suggestions that have since been made, the Industrial Board drew up thirteen rules which would form the basis of the fair trade practice features of the code. These were formulated and submitted to representatives of the Agricultural Act Administrator at informal conferences. According to Mr. Jacobs, the representatives were only in a position to advise informally as to what, in their opinion,

would likely be approved, if supported by proper and adequate reasons.

"Most of the rules submitted have been passed as probably correct in substance," said Mr. Jacobs, "on others clarification or slight modification was suggested; on others definite limitations were indicated. On doubtful points, we were advised to submit our rule and see what approval can be secured."

Since the thirteen rules were drawn up and released to the N. C. A. members on July 27, at least two have been eliminated, it is understood. These were:

9. Requiring the establishment and enforcement of resale prices. The Association to define the various classes of trade."

10. Against extension of productive plant and establishment of new plants without approval of the Industrial Board, subject to appeal to the President (Agricultural Adjustment Administration)."

With the above two rules stricken out, it is probable that the final code will be based mainly upon the following eleven points.

1. Against selling at or below individual's cost plus ten per cent profit based on uniform cost principles.

2. Requiring that lists of all prices, including terms, weight and count, be filed with the Association. Against price discrimination between customers of the same class in the same marketing area. Establishing maximum cash discount 2%; maximum period 15 days, net thereafter. Against brokerage fees or allowances in lieu thereof. Against premiums or prizes to dealers, except

## THE MANUFACTURING CONFECTIONER

display devices or fixtures, which tend to reduce published prices. Controlling the sale of distressed merchandise and requiring report of all sales thereof.

3. Against free goods, secret rebates, secret concessions or other allowances which tend to decrease published prices.

4. Against consignment or guarantee of sale.

5. Against greater allowance on returned goods than 50%, except when occasioned by manufacturing defects or other fault of the manufacturer. Ten day limit on claims for more than 50%; six months limit on any other claims. No repacking except at expense of customer.

6. No guarantee of price beyond 30 days except on seasonal specialties, on which the limit is to be 90 days.

7. Against commercial bribery.

8. Requiring reports of employment, labor conditions, sales, production, use of materials and supplies, and such other information as may be called for by the Association or by the President.

9. The Association may establish rules and regulations for the interpretation and enforcement of this Code.

10. The responsibility and privilege of policing and enforcing the provisions of this Code shall rest upon the Association.

11. All manufacturers of candy in the United States shall cooperate with the Association in carrying out the provisions of this Code, and shall contribute to the expenses of the Association incidental thereto by becoming members of the Industrial Recovery Division of the Association and paying the dues provided therefor.

The drafting of the code in final form with regard to suggestions of the Agricultural Adjustment Administration, under which the candy industry's trade practice agreements will operate, has been in the hands of Attorney W. Parker Jones. As previously announced, the provisions on hours and wages will be under the jurisdiction of the Industrial Recovery Administration.



MAX F. BURGER  
Assistant Director, I. R. D.

### Introducing Mr. Jacobs and Mr. Burger, I. R. D. Director and Assistant

APPOINTMENT has been made of Olin M. Jacobs, for the past eight years Secretary of the New England Manufacturing Confectioners' Association, as Managing Director of the Industrial Recovery Division of the National Confectioners' Association. Max F. Burger, of Chicago, former special agent for the United States Department of Justice, is the new Assistant Director.

These men were named by the N. C. A. Industrial Board, a group of six candy manufacturers, including President George H. Williamson, who have been elected to direct the functioning of the Association under the Agricultural Adjustment Act and the Industrial Recovery Act.

Mr. Jacobs and Mr. Burger are now working in close conjunction with the Industrial Board in the completion of a code which the industry is submitting to the Administration.

Mr. Jacobs is a native of Pennsylvania, and a graduate of Wyoming Seminary, the Dean School of Business, and Syracuse University.

He also spent a year in the Harvard Graduate School, receiving the degree of Master of Arts.

His trade association work began 14 years ago and was interrupted by a three and a half year period in sales and general management. His eight years with the New England Association have acquainted him at close range with the problems of candy manufacturers large and small and of many different types. He has been active in the work of the N. C. A. also, and was one of the leaders in initiating and guiding the various Surveys which have been conducted by the Department of Commerce in behalf of the candy industry.

Mr. Burger entered the United States Department of Justice, Bureau of Investigation, as a special agent in 1917, remaining until 1929. He spent a major portion of that time in the Anti-Trust Division, where he conducted many investigations, one of them being the candy investigation, begun in 1926. In 1929, he became connected with the Central Supply Association, composed of manufacturers and wholesalers of plumbing and heating material. He assisted them in the administration and enforcement of a code of fair competition under the trade practice conference procedure set up by the Federal Trade Commission.

When the work of that Association was taken over by the National Heating and Plumbing Institute, Inc., Mr. Burger became its assistant commissioner. He has also been active in the Congress of Industries, having been a member of the standing committee of that organization and secretary-treasurer since its formation in May, 1930. Mr. Burger is an attorney and is admitted to practice in the courts of the State of Illinois, the United States District and Circuit Courts and the Supreme Court of the United States.

A warm welcome is extended to these men in joining their services with those of the Industrial Board members who have shouldered the responsibility of guiding the industry through the maze of new problems created by the recent Federal legislation.

# Use of Commercial Dextrose in Candy Manufacturing

♦ Research Points to Advantages and Problems in Using the Two Forms of This Product Which Has Made Remarkable Strides During the Past Four Years

By JOHN KRNO

Research Dept., Corn Products Refining Co.  
A Production Forum Address—N. C. A. Convention

**F**T was four years ago at West Baden, Indiana, that I had the great privilege of addressing a Candy Convention on the use of dextrose in candies. At that time I dealt with the subject principally from a hopeful, prophetic viewpoint based on experience gained in a small candy laboratory. All that I could speak of were indications as to its possible uses in various standard confections. It is the purpose of my present address to acquaint you with the actual uses of this sugar in the production of commercial candy on a large scale. In those intervening four years it certainly has made its mark in a most satisfactory manner despite the fact that its introduction into the candy industry coincided with extremely adverse economic conditions.

## What Dextrose Is

I hope you will overlook the fact if I remind you again that the sugar "Dextrose" is in itself a very old, well known substance used by the confectioners from time immemorial. It is a sugar which results from the hydrolysis of sucrose. It is an ingredient of corn syrup as well as of invert syrup and finds extremely wide distribution throughout nature. However, the commercial refined dextrose, although in existence for a long time could not be obtained by the candy industry until a few years ago in pure enough condition to be used by it as a separate and distinct product.

Dextrose belongs to that great class of sub-

stances called the sugars which together with its allied products, called polysaccharides, comprise approximately three-quarters of the dry substance of the plant world. Dextrose is the common beginning or end, depending on the point of view that we adopt, of all sugars and starches. In order that energy and heat is to be provided for the body the sugars and starch that we take into our system have to be converted into dextrose. It is a basic substance. Even levulose which chemically is so closely akin to dextrose that it contains the same amount of carbon and has the same empirical formula has to have its special structure changed into dextrose before assimilation can take place by the human system.

When dextrose was introduced to the candy maker in commercial form practically simultaneously he obtained two tools to work with instead of one. The reason for that is that dextrose exists in two forms. In the more common one, and it was the first one that was introduced, its crystal contained a molecule of water. Its crystal structure belongs to the monoclinic system. Very often the confectioner confused this crystal water with free moisture. The *Dextrose hydrate* crystals are perfectly dry to the touch and are without any very great affinity for water.

The *anhydrous Dextrose*, a much more highly refined dextrose than the hydrate, crystallizes without any water of crystallization, having a rhombic crystal and being just as free from



moisture as the ordinary sugar, sucrose. These two sugars when finally brought into solution act identically. However, the latter dextrose because of its complete lack of moisture has led to its adoption in a very important branch of the candy industry, the manufacture of chocolate, and has opened another vast field of research for the candy research chemist.

### Use in Gum Work

The use of the Dextrose hydrate, or the common refined dextrose that is usually met with in the candy factory, first took hold in the manufacture of gum work. It seems that the trade gradually changed its conception of the consistency of what was considered to be a standard gum piece. In general, the demand tended toward a piece of comparatively short consistency. Since an admixture of dextrose at the expense of sucrose—and to some extent of corn syrup—tended to produce this shortness, this naturally aided its acceptance. Confectioners, because of extreme economic pressure also turned to the use of higher fluidity starches in order to speed up production, since the lower batch viscosities thus obtained gave quicker boils, lowered the time that the piece remained in the molding starch and dry room and finally, yielded clearer candies. Dextrose, because the viscosities of its solutions are much lower than the corresponding sucrose solutions, also worked in this direction. At times, by combining the use of a large proportion of dextrose and an extremely thin boiling starch, a confectioner may have thought that he overstepped the mark in this direction. This was partially rectified by increasing his corn syrup content, thus further lowering the cost of his ingredients. The reason why he could increase this corn syrup content is that its high viscosity compensated for the lowering of the viscosity by the introduction of the dry, refined dextrose.

Very often confectioners using dextrose in gum work blame it for the common troubles that have always been present in the manufacture of gums and jellies. If the gum work happened to turn out sticky and they had added dry refined dextrose at that particular time they came

to the conclusion that it was the fault of the dextrose, forgetting that there were seven or eight other reasons that may have caused this condition. All things being equal, and if the manufacture is conducted properly, dextrose should not be a cause of stickiness in a gum piece. Satisfactory gum work is being produced in which 50 per cent of the sucrose in a formula, in which the corn syrup and sucrose were in equal proportion, has been replaced with refined dextrose. A successfully marketed piece in the form of an orange slice, contains sucrose only in the form of a crystal, sand coating, the body of the piece containing corn syrup, refined dextrose and thin boiling starch.

Dextrose solutions at high temperatures have a very much *lower viscosity* than the corresponding sucrose solutions. Hence, when the man at the kettle boils his first refined dextrose-containing gum batch he may *invariably over-boil*, since he unconsciously has been guided by the appearance of the batch and he has waited until the viscosity at the high temperature has appeared to him as normal, as in the usual sucrose batch. Since at setting temperatures this viscosity difference is not so pronounced, this tended to give him a tough gum piece which actually had a much lower moisture content than the normal gum drop. If on top of that the gum piece was left in the starch for the customary length of time, the resultant piece was certainly not of commercial quality. Very often to correct this situation the candy maker on his next batch would *underboil* and he would have a piece that would set up with difficulty.

*It has been our experience that the best way of introducing commercial refined dextrose into the manufacture of a gum piece is by slowly replacing the sucrose in progressive steps, in successive batches.* In that way the man at the kettle can gradually accustom himself to the necessary changes in his "string test" and also to the changes in the time that he allows his gum to remain in the molding starch.

### Dextrose in Marshmallows

A second branch of the candy industry in which commercial dextrose has found a successful application is in the making of marshmallows. In this case at the start there was a *tendency to use too great an amount of the refined dextrose*. If the ratio between corn syrup and the solid sugars was over-balanced too far in favor of the solid sugars, rapid crystallization occurred and the marshmallows hardened. It has been generally found that in the usual

## USE OF COMMERCIAL DEXTROSE

marshmallow formula, be it made by the aid of the cold beat process or the cooked process, or perhaps a combination of these, a 25 per cent minimum *replacement* of the cane sugar content will yield the candy makers certain *beneficial results*.

One of these is that he will shorten his beating time and obtain a more efficient beat. He will have more air in extremely small bubbles included in his marshmallow, which will make it much fluffier. There has been a tendency, because of the increasing corn syrup content of the present-day marshmallow and also because of the use of gelatine of higher "Bloom" test, to have the *average marshmallow batch too high in viscosity*. The replacement of some of the sucrose with *dextrose acts as a corrective*.

In a cold beat process, where the sugar is stirred in in dry form, when the two sugars are added together, solution takes place easier and more total sugars enter complete solution, because of the fact that with the two sugars together you can obtain a more concentrated solution than with either alone. This should *lessen the tendency to crystallization* and thus *lengthen the life of the marshmallow*. The fact that the replacement of sucrose with refined dextrose reduces the viscosity also yields *benefits in depositing*, since the marshmallow batch should flow easier into the mould without any tailings.

The success of commercial solid dextrose in the making of marshmallows was forecast by the popularity among marshmallow producers of so-called high purity corn syrup. For that work whether the high purity of the syrup, which really is its reducing sugars content, was obtained by direct conversion or by the addition of solid dextrose to regular corn syrup, it was the lowering of the viscosity of the corn syrup by the increase of the dextrose content at the expense of the other carbohydrates which caused the majority of the benefits that the use of this syrup yielded to the candy maker in the making of marshmallows. Naturally, if the candy maker is specializing in marshmallows he may not have as much use for the commercial, refined dextrose, because he can use a special corn syrup and obtain it in thick form. If, however, his line is diversified he cannot very well economically carry two corn syrups in his factory, especially if he has a syrup distributing system. He, therefore, can very nearly be placed on the same basis as the man who uses the special syrup for his marshmallows by util-

izing the solid refined dextrose, with his regular corn syrup. In fact, he is in a better position, for he can vary the amount of dextrose to suit this purpose and perhaps an even greater benefit of its action than the candy maker that utilizes the special corn syrup.

### *Use in Caramel Batch*

Another division of the candy industry which has begun the use of dextrose in solid form is the caramel branch. Here again, the refined dextrose by cutting down the viscosity will enable them to obtain a *quicker boil*, all things being equal, which has a corollary effect in that it will result in a *lighter colored caramel*. The decrease in viscosity allows, if it is so desired, an increase in the corn syrup content to compensate for this decrease caused by replacing sucrose with dextrose. This also makes the caramel *more economical*.

In the manufacture of caramels confectioners again at the start blamed the sugar for causing stickiness in their goods and complained of an apparently lower yield. It should be remembered that the hydrate form of dextrose carries about 7 per cent moisture. Hence, this amount should be corrected, for in figuring the yield when stickiness results it is not necessarily the fault of the dextrose. Very often it is an *insufficient cook* that is the cause of this, while actually the batch has been cooked to a higher moisture content than the corresponding sucrose one. However, the greater danger is that the batch is apt to be *overcooked*, which explains the lower yield and also the stickiness, because if you cook to a higher temperature there is more danger for excessive inversion. The same explanation for this tendency holds true here as in the case of gum work.

### *Difficulties With Fondants*

Dextrose has had difficulty in entering the field of fondants and creams. It is here also that dextrose shows its greatest difference from sucrose. It produces a fondant that is entirely different in consistency and taste than that made from sucrose. It is exceedingly short and smooth and when eaten yields a cooling sensation, due to the fact that dextrose crystals in dissolving absorb heat from the surroundings. It is endothermic in its action. Dextrose is not affected by invertase, and consequently, you cannot make a "runny" cream. Since it tends to crystallize in very minute crystals, the fondant is exceedingly smooth; in fact, in the ordi-

## COMING NEXT MONTH!

**I**N words and pictures—an intensely interesting article, both fascinating and informative, entitled "The Machine Age of Candy Making," second in the series on candy through the ages by Mario Gianini, General Superintendent of Maillard, Inc., New York. It will give you a bird's-eye view of the machines and equipment that have passed and are passing before your eyes in the "Cavalcade of Progress in the Candy Industry."

\* \* \*

**Packaging and recent developments in its many phases will also be discussed by authorities in this field of growing importance to the candy manufacturer. The September MANUFACTURING CONFECTIONER will be our Annual Packaging Edition.**

**Many features to interest you!**

nary manner of making a fondant it is difficult to make a coarse one with dextrose.

There is one other very important fact to remember, and that is, that when dextrose crystallizes in the ordinary manner of making a fondant it does so in the hydrate form, which means that it denudes the liquid phase of the fondant of water. This explains why so many confectioners when trying to boil fondants with dextrose and cook to the temperatures that are considered standard when using sucrose, obtain a very hard concrete-like mass. When cooking the dextrose fondant, you have to make provision that enough water is left in the batch to satisfy its demands when it develops the solid phase and also leave enough in addition for the liquid or syrup portion of the fondant. This means that you have to cook the dextrose fondant to a minimum of 8° F. below the corresponding sucrose product.

Consideration of these facts will immediately show you the difficulties in introducing dextrose for fondant work. The *lower cook* means that the batch will crystallize or turn up much slower than a sucrose one. However, in addition, under the same conditions, dextrose crystallizes very much slower than sucrose. Consequently, it takes from three to four times as long to turn up a dextrose fondant as it does a sucrose one.

In addition to this, dextrose is more susceptible than sucrose to the influence of a protective colloid such as is introduced by means of the corn syrup, hence if corn syrup is an ingredient of the batch this would lengthen the time of crystallizing still more. This long time of crystallization means that the present equipment, generally in use in the candy factories for the preparation of fondant and creams, and which is primarily designed and based on the crystallization characteristics of sucrose is not suited for dextrose and does not allow getting it into fondant manufacture economically and practically.

The candy maker who desires to employ dextrose in the making of a fondant has to disassociate himself from the present standard ideas of fondant production, forgetting the present existing equipment as exemplified by the ball and continuous beater. The tendency of dextrose to crystallize in such a minute crystal really means that it does not need an elaborate apparatus. All that is necessary are a series of metal covered wooden tubs with slow motion mixing of the simplest type. A required amount of corn syrup, sucrose, invert sugar or some mixture of these can automatically be added to each crystallizing vat whenever the crystallization in one of them has reached the desired state. From then on standard practice of adding the nougat cream and then depositing could be resorted to. The candy industry would be taking advantage in that case of procedures worked out for the manufacture of dextrose. The candy maker's problem would be a great deal simpler than that of the dextrose manufacturer, since he would be working with purer dextrose solutions and with a viewpoint of producing in his fondant fairly fine crystals, whereas the dextrose manufacturer has as his aim as large a crystal as possible to facilitate purging in a centrifugal.

Regular dough mixers and marshmallow beaters have been used in preparing fondant-like, dextrose centers. In the latter case an extremely smooth product can be produced rivaling ice cream in texture. The difficulty is in chocolate covering of such a piece. Direct stirring in of the powdered sugars into a proper crystallization inhibiting syrup has produced an imitation fondant mint which, however, despite painstaking precautions, is apt to be a bit coarse even though hardening does not take place in a reasonable time. Mention of these methods of procedure for adopting refined dextrose for fondant-like candies is made to show that the

## USE OF COMMERCIAL DEXTROSE

situation is far from hopeless. Candies are produced of pleasing characteristics that cannot be duplicated with any other sugar.

### After Dinner Mints

To show that dextrose is gradually developing a use in confections which are basically of crystalline structure we must refer to its use in the making of After Dinner Mints. A confectioner who uses dextrose quickly finds that it acts, in his terminology, "as a doctor" on sucrose. After Dinner Mints in the main are still made with the aid of the well-known action of cream of tartar on sucrose. The first experiments employed from 15-20 per cent of dextrose in order to replace the cream of tartar or, or at least reduce its use to a minimum. Everyone is cognizant of the troubles experienced when working with cream of tartar. The difficulty of non-uniform conditions, resulting in varying amounts of inversion. This, of course, means possible stickiness in the final product and imperfect mellowing. A properly constructed formula using dextrose, either in the anhydrous or hydrate form, will do away with the production troubles. It occurred to us, however, that if dextrose in this type of candy can be used as a "doctor" upon the sucrose why cannot the procedure be reversed, which would result in an essentially dextrose After Dinner Mint having a very cooling taste and a fine crystalline structure. Such an After Dinner Mint will contain at least 90 per cent of dextrose.

In the making of this confection one must not lose sight of the fact that *dextrose in crystallizing requires moisture*, and hence, it will be found that such a mint is *cooked lower* than the corresponding sucrose mint. This can be accomplished either greatly by shortening the vacuum cook, or else cooking to a lower temperature before placing the mass under the vacuum.

A second divergence in this case from the normally expected manufacturing procedure is that *the dextrose After Dinner Mint requires seeding with solid dextrose*, in order to facilitate crystallization. When this is properly done, the time of manufacturing of the two mints is essentially the same.

### Dextrose Pressed Candies

Dextrose has found quite a use in the field of pressed candies. Naturally the difficulties encountered there were small in comparison with those met in other fields. One thing that

has been found out is that *less binding liquor is necessary to wet down dextrose than sucrose*. Also the wet sugar, after passing through the sieves which form it into the desired pellets, should be dried at somewhat lower temperatures than sucrose. The temperature, if too high, is liable to melt the sugar, which of course means spotty finished goods. In using mixtures of the two sugars it is not good practice to wet them together. The reason for this is that it is difficult to distribute the binding syrup evenly throughout the mixture. It can be done if automatic, fine sprays are employed. The difficulty encountered here is due to the fact that the mixture of the two sugars forms solutions of higher concentration than either sugar alone. *We have found that the best practice is to wet each sugar separately, run through a pellet-forming machine, dry them, and then mix before entering the forming machine.* We have, however, seen the mixture of the two sugars successfully handled without such a procedure, but only because extreme precautions were taken in wetting down the sugar evenly.

### Cooling Effect in Chocolate

Perhaps the greatest advance during the last year in the introduction of dextrose into the candy industry was made with the anhydrous dextrose in the chocolate division. In fact, anhydrous dextrose has been adopted at such a pace that it has resulted in quite an extreme increase in its production. Anhydrous dextrose is actually the purest form of commercial dextrose on the market that can be obtained. It is a double crystallized sugar and in its purity it matches any commercial sucrose that is being marketed. Its moisture content is equivalent to that of sucrose, being only 0.2% and very often less. It was natural that regular hydrated dextrose did not lend itself to chocolate manufacture. That does not mean that a chocolate coating cannot be made with it. Actually some was produced commercially for a particular purpose. However, the hydrate requires a tremendous amount of Conché treatment which naturally does not allow it to compete with the use of sucrose generally.

The anhydrous dextrose came to the chocolate industry at the proper time. There has been an increasing demand for a very light colored chocolate coating. This, of course, can be obtained in one way and that is utilizing a very high sugar content. A very high sucrose content, however, meant that the coating was liable

(Continued on Page 48)

# Southern Wholesalers Adopt Code At Birmingham Convention

THE Thirteenth Annual Convention of the Southern Wholesale Confectioners Association held forth in Birmingham, Ala., July 18 to 20, with a record of accomplishments more outstanding than any in a number of years.

In addition to adopting a code of fair competition for the southern jobbing industry, the Association initiated a program intended to unify the jobbers of the south under the strongest band of organization ever attained by a jobbing industry. This program has been extended to include not only the nine southeastern states but also Texas, Arkansas and Kentucky.

In its code of fair competition it set a minimum wage of \$15.00 for all unskilled men labor and a maximum of 44 hours per week for such labor. It was also agreed that under no condition should a jobber in the southern territory employ any person under the age of 16 years.

It further pledged its cooperation to the administration in carrying out the program of industrial recovery and provided that increase of wages and salaries should be made all along the line as returning prosperity justifies and in proportion to the increased income of the firms.

The adjustment of hours to 44 per week represents a reduction of better than 25 per cent, 60 hours being the customary working hours for the southern jobbing industry, and under this reduced scale of hours industries expect to employ one-fourth more people. However, it is conceded that this greater employment cannot be carried all along the line except as returning prosperity justifies. In this regard, the jobbing industry of the south asked that they be permitted to establish a minimum of 20 per cent gross on their selling prices, it having previously been determined through a

» *EMPOWERS the Association to agree not to do business with manufacturers whose prices, sales policies and sales conditions are detrimental to the wholesalers. . . . Requires price lists of manufacturers*

survey of the majority of the firms of the south that 20 per cent is the smallest margin a jobbing firm can work on in order that operating expenses and a small margin of profit may be taken care of and in order that southern jobbing firms may be able to pay decent wages and employ more people.

Provision under the S. W. C. A. code was made for the co-ordination of the southern code with other codes of the confectionery industry and related industries. It was stated by the secretary, C. M. McMillan, that the S. W. C. A. will work with the National Confectioners' Association in every way possible for harmonization of the codes. And in this connection it is interesting to note that simultaneously with the S. W. C. A. Convention a meeting of the manufacturers of Tennessee, Alabama, Mississippi and Louisiana was held, presided over by zone chairman former Senator W. E. Brock of Chattanooga, Tenn. Mr. Brooks Morgan, zone chairman for Georgia, Florida, North and South Carolina, was also present.

## Choose Five Administrators

To administer the S. W. C. A. code and to have charge of coordinating it with other codes in the confectionery and wholesale industries, a Control Committee of five members were also elected at this convention, as follows: President, James J. Reiss of New Orleans; secretary, C. M. McMillan of Atlanta; J. M. Turner of Tampa,

Fla.; J. T. Southgate of Birmingham, and C. E. Morgan, Asheville, N. C. Two alternate members of this control committee were also named as follows: W. P. Rollings, Mobile, Ala., and M. B. Thornton of Jacksonville, Fla.

The convention opened Tuesday morning, July 18, with registration, the annual golf tournament and a meeting of the Board of Directors. At 2 o'clock Tuesday afternoon the first session was held, featuring President Reiss' annual address and a message from George H. Williamson, president of the National Confectioners' Association. Mr. Williamson was prevented from attending this convention due to a meeting of the National Confectioners' Association Industrial Board in Washington this week.

A speaker at this session and a person who perhaps was the greatest help to the Association in the accomplishment of its purpose was L. P. Dickie of the United States Chamber of Commerce. Mr. Dickie has had close contact with Washington, having been present at the Washington meeting of the Chamber when President Roosevelt first initiated his industrial recovery program and he has also worked closely with many other industries toward the adoption of a code of fair competition. In his address Tuesday afternoon he gave the convention his conception of "The Privileges and Obligations of the Recovery Act." Mr. Dickie was also available throughout the convention, advising with committees and with the

## SOUTHERN WHOLESALE CODE

general assembly on points of question.

Addressing the convention with a frankness seldom heard in a speaker, Fred J. Nichols, nationally known marketing and merchandising expert, Wednesday morning told the convention that there is no place in the present economics set up for the present type of jobber. He stated that the jobber must prove that he has a place and to do so he must, among other things, perform a service to the retailer and to the consuming public which will justify the increased expenditure incurred by the middle-man. Mr. Nichols is director of the Merchants Service Bureau of the National Cash Register Company, and is widely known for his vision and marketing knowledge.

Wednesday morning was the first code session. A tentative code which had been prepared under the chairmanship of W. M. Wallace, Brower Candy Co., Atlanta, Ga., was offered. Immediately following, Secretary McMillan addressed the convention on the mechanics of adopting a code. And throughout the rest of the session the convention went about the formal consideration and adoption of the code, taking up each article separately.

Thursday morning with recommendation from the committees the convention was able to rapidly complete its code.

Immediately following, C. E. Morgan of Asheville, N. C., spoke on "What an Application of Cost Data Can Do for Us." He was followed by Jac Hirsch of Charlotte, N. C., who spoke on "Comparative Jobbing Costs," using figures made available from the Cincinnati Confectionery Jobbing Survey. The results of this survey were far from complete, however, and those that were presented by Mr. Hirsch and Mr. Morgan only served to indicate to the convention the type of material that would be made available shortly from this study.

### President Reiss Re-elected

At this session the control committee, who will administer the code of Fair Competition in the south,



was elected and officers for the new year were named. President Jas. J. Reiss was overwhelmingly forced to continue his duties as president of the organization and J. M. Turner of Tampa, Fla., was named vice-president. W. M. Wallace was re-elected treasurer.

New Board members are: H. E. Gilliam, Harris-Woodson Co., Lynchburg, elected state chairman for Virginia; J. A. Badeaux of Edward Badeaux Co., Thibodaux, for Louisiana; J. T. Southgate of R. D. Burnett Cigar Co., Birmingham, for Alabama; M. B. Thornton of Thornton Bros., Jacksonville, for Florida; H. H. Payne, Willis-Pause Co., Atlanta, for Georgia.

Re-elected members of the Board are A. T. Lewallen, Bennett-Lewallen Co., Winston-Salem, for North Carolina; L. V. Jones, Cozley-Templetton Co., Greenville, for South Carolina; H. H. Biedenharn, Vicksburg, for Mississippi; and P. C. Rhea, P. C. Rhea & Co., Dyersburg, for Tennessee.

At the closing session the convention voted to extend an invitation to the states of Kentucky, Texas, and Arkansas and any other adjacent states to participate under the code of the Southern Wholesale Confectioners' Association, and to admit these states into membership with the S. W. C. A. if they desire to do so. Jobbers of these states were in attendance at the convention and manifested interest in the code. There is no jobbing organization at present in these territories.

The convention also named a membership committee composed of traveling men, with Ed Harris of the Wrigley Company, Birmingham, Ala., general chairman, and seven sub-chairmen to work with Mr. Harris and to appoint committees to work with them throughout

the southern territory. These seven members are R. L. Hodges, New Orleans, La.; J. D. Pullen, Memphis, Tenn.; John E. Davis, Richmond, Va.; W. A. Yarborough, Atlanta, Ga.; C. H. Hoagland, Charlotte, N. C.; and W. T. Hubbard, Knoxville, Tenn.

The final event on the 1933 convention program was the annual banquet Thursday evening. Ed Harris was toastmaster and had charge of the award of several prizes given each year. The Winchester trophy, a silver loving cup, awarded each year by Jim Winchester, Southern representative of Henry Heide, Inc., for the most meritorious service to the association, was given this year to a traveling man, S. F. Thore of Birmingham, Ala. This is the first time a traveling man has won it. Honorable mention for this cup was given to A. T. Lewallen, W. T. Hubbard and W. A. Yarborough. Several golf prizes were also awarded, but the H. L. Schlesinger golf cup was awarded to J. M. Turner, who won in a play-off match after having tied with C. H. Hoagland for the lowest net score.

### Manufacturers Display Goods

More than fifty firms participated in the mammoth candy show featuring practically every important line of candies sold in the south. It was definitely the biggest candy show ever held in the south.

The S. W. C. A. Convention was more than twice as large as any convention in recent years. Every section of the south was well represented and it marked a new beginning for the industry and a new high mark in association interest in the south.

Secretary C. M. McMillan was named by the Board to continue the work of the association as the paid officer during the next year. He was highly praised for the splendid preparatory work on the code and also for the manner in which he secured the adoption of the code at this convention.

Announcement was made by Mr. McMillan of the change of offices of the association to 801 Standard

## THE MANUFACTURING CONFECTIONER

Building, Atlanta, from 223 Courtland street. Spacious quarters are maintained at the new address and a full-time assistant has been employed by Mr. McMillan to aid in carrying out the enlarged program of the association.

The southern wholesalers' code is printed in full below.

### Code of Fair Competition

Adopted July 20, 1933, at the convention of the Southern Wholesale Confectioners' Association, Inc., for application to southern wholesale confectioners' industry, subject to the approval of the Administration.

#### ARTICLE I

Section 1. This Code is set up for the purpose of increasing employment, establishing fair and adequate wages, effecting necessary reduction of hours, improving standards of labor, and eliminating unfair trade practices, to the end of rehabilitating the Southern confectionery jobbing industry and enabling it to do its part toward establishing that balance of the industries which is necessary to the restoration and maintenance of the highest possible degree of welfare.

Section 2. It is the declared purpose of the Southern confectionery jobbing industry and adherents to this Code to bring, insofar as may be practicable, the rates of wages paid within the confectionery jobbing industry to such levels as are necessary for the creation and maintenance of the highest practicable standard of living; to restore the income of enterprises within the industry which will make possible the payment of such wages and avoid the further depletion and destruction of capital assets; and from time to time to revise the rates of wages in such manner as will currently reflect the equitable adjustment to variations in the cost of living.

#### ARTICLE II

Section 1. Membership in the Southern Wholesale Confectioners' Association shall be open to any person, firm or corporation engaged in the wholesaling of candy to any extent in its territory. The term "wholesaler of confectionery" together with the term "candy jobber" shall be defined and construed as a person, firm or corporation who buys confectionery from the manufacturer for sale to the retailer.

Section 2. The dues for membership in the Southern Wholesale Confectioners' Association shall be as follows:

\$10.00 for the first year for all active members.

After the first year, dues shall be \$10.00 for all firms with less than \$50,000.00 volume and all firms whose major item is not candy, \$15.00 for concerns with volumes ranging from \$50,000.00 to \$100,000.00, and \$25.00 dues for concerns with volume of more than \$100,000.00 a year. Subscription fees or other assessments, if any, shall be levied on the same basis provided not less than 50 per cent of the mem-

bership approves the amount of such assessments, which schedule of dues has been prevailing at least for the past three years.

#### ARTICLE III

Section 1. For the purpose of the administration of this Code of Fair Competition the Southern Wholesale Confectioners' Association may be divided into established sub-divisions based on state and/or market area territorial lines.

Section 2. If it is found that there is not a need for divisions smaller than the territory in which it operates, the Southern Wholesale Confectioners' Association may be considered an established division of the confectionery jobbing industry of the United States and shall act for the territory it represents in all matters concerning a national code, and shall administer this Code throughout the territory it represents.

#### ARTICLE IV

Section 1. For the purpose of carrying out the policies of this Code and the purposes of the Industrial Recovery Act and for the purpose of harmonizing this Code with other codes of the wholesale confectionery industry and/or with the code of the manufacturing confectionery industry and/or the code of the retail industry and/or the codes of related jobbing industries and for the further purpose of framing, by and with the advice and consent of the members of the Southern Wholesale Confectioners' Association, supplements to this Code, and for securing the approval of the Administration of this Code for the Southern confectionery jobbing industry and for the further enforcement of the principles of this Code among its members and other wholesalers of confectionery in its territory, there shall be formed a control committee of not less than five members composed of the president, the secretary and three other members elected at large, which committee shall have complete authority as specified above. Two alternate members shall also be elected.

Section 2. For the further proper operation and enforcement of this Code it shall be mandatory upon every member of the Southern Wholesale Confectioners' Association and all other wholesalers of confectionery in its territory to report any violations of the principles of this Code to the control committee and it is to be understood that failure by a member to report a violation to the control committee shall be considered an unfair trade practice.

#### ARTICLE V

It shall be deemed an unfair method of competition for members of the Southern Wholesale Confectioners' Association and other confectionery wholesalers within the territory of the Southern Wholesale Confectioners' Association to sell below purchase cost plus operating expenses, plus a reasonable profit, which gross margin shall not be less than 20 per cent on the wholesaler's selling price, which minimum has been ascertained through a survey of the majority of the confectionery wholesalers in the South, and

which margin has been further verified by a committee of the Association in a thorough study of the costs of representative jobbing houses in the territory of the Association.

#### ARTICLE VI

Section 1. It shall be deemed an unfair method of competition for the members of the Southern Wholesale Confectioners' Association and other wholesalers of confectionery doing business in its territory to promise and/or to give any discounts except to encourage prompt payment of debt and which discount shall not be greater than 2 per cent and the term "prompt" to be interpreted as meaning not later than the tenth of the month following date of invoice. This shall apply to all members of the Southern Wholesale Confectioners' Association and other wholesalers of confectionery in its territory except in such sub-divisions where in the majority of firms agree on a different schedule of discount terms; and where these variations are made, with agreement of the majority, the terms agreed upon shall become binding upon all wholesalers of confectionery in that sub-division, and any other discounts shall be termed unfair.

Section 2. Rebates shall be interpreted as discounts and the granting of rebates shall be considered an unfair trade practice.

#### ARTICLE VII

It shall be deemed an unfair method of competition to offer and/or give premiums or free goods in connection with the sale of any goods to the retailer regardless of the quantity sold or the conditions of such sale, except when the premiums or free goods are originated by the manufacturer for the specific purpose of passing them on to the retailer.

#### ARTICLE VIII

Section 1. It shall be deemed an unfair method of competition for any wholesaler of confectionery to consign his goods to the retailer, and/or to enter into any agreement with the retailer for taking up the goods if they are not sold, and/or to take up the goods except when such taking up is authorized by the manufacturer thereof, and which privilege shall have been granted equally to all.

#### ARTICLE IX

It shall be deemed an unfair method of competition for the wholesaler of confectionery to offer at a reduced price, goods that are about to become unsaleable until that wholesaler of confectionery is authorized to do so by a majority of the firms handling the item in that particular sub-division or trade area of the Association. Wherever sufficient time is had, jobbers will consult manufacturers of such goods before placing these goods on the market at a reduced price.

#### ARTICLE X

For purposes of fair competition under this Code, a confectionery manufacturer who sells direct to a retailer shall be considered a wholesaler of confectionery and shall be subject to all rules and regulations of this Code applying to the wholesaler of confectionery.

## SOUTHERN WHOLESALERS ADOPT CODE

tionery insofar as he becomes a competitor of the confectionery wholesaler.

### ARTICLE XI

Section 1. There may be sub-jobbing of confectionery in the territory of the Southern Wholesale Confectionery Association (the term "sub-jobber" to mean a person or firm who buys from the jobber and in turn sells to the retailer), in which case the maximum discount granted the sub-jobber shall not exceed 12 and 2 per cent on the jobber's selling price, provided this discount will not bring the price to the sub-jobber below 5 per cent added to the replacement cost of commodities sold in this way.

Section 2. When there is established sub-jobbers in any sub-division as specified in Section 1 of this Article, those who buy from jobbers and sell to retailers shall be considered wholesalers of confectionery and shall be subject to the rules and regulations of this Code applying to the wholesaler.

### ARTICLE XII

The Southern Wholesale Confectioners' Association or any one of its subdivisions acting through the Control Committee shall be empowered to make agreements with manufacturers and retailers, individually or by groups, for effecting the purpose of this Code and carrying out the aims of the National Industrial Recovery Act.

### ARTICLE XIII

Section 1. The Southern Wholesale Confectioners' Association shall be further empowered to agree not to do business with manufacturers, individually or in groups, whose prices, sales policies and sales conditions are detrimental to the wholesale confectioners and to the advantage of competing forms of distribution.

Section 2. The said Southern Wholesale Confectioners' Association shall be further empowered to require manufacturers, singly or in groups, to file with the Control Committee from time to time statements of their prices, sales policies and sale conditions for all classes of purchasers, and if the said prices, sales policies and sales conditions are detrimental to wholesale confectioners of the Southern Wholesale Confectioners' Association or its subdivisions, or if any manufacturer or manufacturers filing such statements shall violate the terms of the prices, sales policies and sale conditions contained in such statements, then and in either event the Southern Wholesale Confectioners shall have the power as a group to agree to decline to do business with such manufacturers.

### ARTICLE XIV

No agreements, by members and other wholesalers of confectionery in the territory of the Southern Wholesale Confectioners' Association among themselves and with manufacturers or retailers and no codes of fair competition established by them shall be construed or operated which will promote monopolies or eliminate or suppress small enterprises and operate to discriminate against such small enterprises, but all such agreements and codes shall be construed and operated

to effect the policy of the National Industrial Recovery Act.

### ARTICLE XV

Section 1. Employees in the Southern wholesale confectionery industry shall have the right to organize and bargain collectively through representatives of their own choosing, and shall be free from the interference, restraint, or coercion of employers of labor, or their agents, in the designation of such representatives or in self-organizations or in other concerted activities for the purpose of collective bargaining or other mutual aid or protection.

Section 2. No employee in the Southern wholesale confectionery industry and no one seeking employment therein shall be required as a condition of employment to join any company union or to refrain from joining a labor organization of his own choosing.

Section 3. Employers of labor in the Southern wholesale confectionery industry agree to comply with the maximum hours of labor, minimum rates of pay, and other working conditions approved or prescribed by the President.

Section 4. Said wholesalers further agree that said wages for the lowest grade of employee shall not be less than \$12.00 a week for women and \$15.00 a week for men and said working hours shall not be more than forty-four hours per week and said employers further agree that they shall not employ any person under the age of sixteen years.

Section 5. It is further pledged by said wholesalers that they shall raise salaries and lower the working hours of all other employees as returning prosperity justifies and in proportion to the increased income of the firm, it being understood that on the present lowered volume and the present reduced margin few of said wholesalers are at present operating at anywhere near capacity and few, if any, are making a profit over and above present costs of operation.

## TRADE MARKS for Registration

*THE following list of trade-marks published in the Patent Office Gazette for the past month, prior to registration, is reported to The Manufacturing Confectioner Publishing Co., by Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, Woodward Building, Washington, D. C.*

*Manufacturers and dealers in candies, confectionery and baking products who feel that they would be damaged by the registration of any of these marks are permitted by law to file within thirty days after publication of the marks a formal notice of opposition.*

IDEAL, small sugared grains used for sprinkling over icings and pastries. Use claimed since 1887 by Wilkinson, Gaddis & Co., Newark, N. J.

KISS ME and leaf design, frozen confections. Use claimed since March 12, 1932, by Love-Me Ice Cream Co., doing business as Love-Me Ice Cream Stores, Inc., Milwaukee, Wis.

VICTORIAS, refined sugar. Use claimed since Aug. 1, 1932, by Victorias Milling Co., Inc., Manila, P. I.

BAGUETTE, chocolate candies. Use claimed since Feb. 24, 1933, by Frances Sinagran et Cie, Inc., doing business as Bagatelle, New York.

OXADE, cocoa, chocolate, dessert powders, etc. Use claimed since March, 1931, by Oxo, Ltd., London, England.

GAS PIPES, candy. Use claimed since Jan. 12, 1933, by Candy Specialties Co., Chicago, Ill.

LEONARDO, and picture of Leonardo Da Vinci, candies. Use claimed since 1929 by F. N. Giavi, Inc., New York, N. Y.

SEEPAK and design, pastry, crackers, cookies, cake, potato chips, candied and buttered popcorn. Use claimed since Feb. 18, 1932 by Newark Paraffine & Parchment Paper Co., Newark, N. J.

SHADOW LAYER CAKE, bakery product commonly referred to as layer cake. Use claimed since Sept. 8, 1931, by Frank G. Shattuck Co., New York, N. Y.

THREE OF US BE FRIENDS and design, ice cream. Use claimed since Dec. 1, 1932, by Walter F. Goral, Fort Wayne, Ind.

CHOCOLATE MORSELETTE, candies and chocolates. Use claimed since February, 1931, by Eagle Nut Products, Inc., Brooklyn, N. Y.

BIG LEAGUE, chewing gum. Use claimed since April 12, 1933, by The Goudey Gum Co., Boston, Mass.

KRABYN, vegetable extract used as a stabilizer for food products, e.g., cheese and ice cream. Use claimed since Aug. 15, 1929, by Kraft-Phoenix Cheese Corp., Chicago, Ill.

CANDITERIA, candy. Use claimed since April 11, 1933, by Joseph P. Hogan, Rochester, N. Y.

MAZETTA, confectioner's paste to be used in making candies. Use claimed since Sept. 12, 1906, by White-Stokes Co., Inc., Chicago, Ill.

LIONETTES, candy. Use claimed since July 1, 1932, by Lion Specialty Co., Chicago, Ill.

TZU CAT and cat design, preserved fruit confections. Use claimed since Jan. 1, 1933, by Eugene A. Gruenbaum, doing business as Tzucat Fruit Farms Corp., Rovena, N. Y.

NATIONAL AMBOLITE, sugar. Use claimed since Jan. 13, 1933, by the National Sugar Refining Co. of New Jersey, Jersey City, N. J.

COPS & ROBBERS, chewing gum. Use claimed since March 9, 1933, by Frank H. Fleer Corp., Philadelphia, Pa.

CHATEAU, candy. Use claimed since March 1, 1932, by New England Confectionery Co., doing business as Chateau Chocolate Sales Co., Cambridge, Mass.

DUNHILL'S ORIGINAL and seal design, confectionery. Use claimed since March 2, 1931, by Scharf Bros. Co., Inc., New York, N. Y.

# Manufacturers and Jobbers Form Indiana Association

**I**NITIAL steps were taken in the formation of an Indiana state organization of candy manufacturers and jobbers at a meeting held at Indianapolis on July 21, with about 50 representative jobbers and manufacturers in attendance. The purpose is to cooperate with the Industrial Recovery Board of the N. C. A. and provide a smaller "closely knit association in the given territory" as a medium through which the members can work together in adjusting wages, prices, and other conditions under the Recovery Act.

The new state body will be called the Indiana Confectioners' Association. A board of seven directors was elected, which in turn will elect a president and other officers. Meetings of the full membership will be called at regular intervals for discussions of problems of mutual importance.

## Urge National Association Include Jobbers in Its I. R. D.

Resolutions were adopted at the meeting petitioning the Industrial Recovery Division of the N. C. A. to include candy jobbers in its membership. Extracts from the resolutions are given below.

"Resolved: That inasmuch as the wholesaling of candy is an integral function of the candy industry, and since it is so closely allied with the manufacturing of candy, and since a very large number of manufacturers also wholesale candy, we petition the Industry Recovery Division of the National Confectioners' Association of the United States, to include in its membership the distributors and jobbers of candy, and also include in its code the regulations covering the sale and distribution of candy at wholesale.

"Resolved: That a copy of this resolution be forwarded to Mr. George Williamson, president of the National Confectioners' Association and to Mr. Wm. M. Hardie, chair-

man of District 4 in which this group of confectioners is located."

## Offer Plan to Standardize Counts and Prices

The new Indiana group also drew up a schedule standardizing counts and prices which they recommended in a resolution to the Industrial Board of the industry for incorporation in the Code. The plan is included in the following:

"Resolved: That we ask the Industrial Recovery Division of the National Confectioners' Association of the United States, to include in its Code, in the interest of economy and simplification, that all 5c candy bars be packed 24 count only, and that for the same reason all penny goods be packed 120 count, no more, no less.

"Resolved: That in the interest of fairness to consumers, retailers and jobbers, the price on bar goods and penny goods, be standardized at the following prices: For 24-count bars and 120-count penny goods, whether sold by independent retailers or chain stores:

"Price to consumer—\$1.20 per box

"Price to retailer—80c per box



Attractive booth of the United Chemical & Organic Products Co., Chicago, where was displayed various confections made from their U-cop-co Gelatine, at the recent N. C. A. Exposition.

"Price to jobber—64c per box

"That all competition be entirely on the value of the candies.

"That manufacturers may compete on size and quality and attractiveness of their bars and penny goods, but that all prices be standardized as above, for the purpose of simplification, economy and justice.

"That under this plan manufacturers allow freight to destination and allow 2 per cent discount for cash in 10 days.

"That no premiums, free goods or special discounts be allowed, either by manufacturers, jobbers or retailers."

The above method or plan, the Indiana manufacturer and jobbers believe, would protect the consumer, would not stimulate competition and yet would go far in eliminating the destructive and chaotic practices that obtain at the present time. It would insure full value to the consumer, they say, because the emphasis of all competition would be placed upon better quality and better value rather than upon lower prices.

## Connecticut Jobbers Elect Officers

The Connecticut candy jobbers, who recently formed an organization to adopt a code of Fair Practice, has elected the following officers:

President, A. D. Caldwell, Caldwell & Co., Meridan, Conn.; Vice-President, Frank Blakeslee, Bradley-Smith Co., New Haven; Second Vice President, A. B. Libano, A. B. Libano & Co., Greenwich; Secretary, Ralph S. Goodsell, Stoddard G. Goodsell, Inc., Bridgeport; Assistant Secretary, Nathan Ohl, New England Tobacco & Candy Co., Bridgeport; Treasurer, Louis Levitow, Silver Bros., Inc., Hartford; Assistant Treasurer, Mr. Mitchell, Burr-Mitchell, New London.

Mr. Sam Tendler of Tendler Bros., New Haven, was elected chairman of the executive committee.

Herbert Tenzer of the Wholesale Confectioners' Board of Trade, New York, has been working with the group.

## Rockwood & Co. Announce Wage Increase

Rockwood & Co., cocoa and chocolate manufacturers of 88 Washington avenue, Brooklyn, have announced a wage increase of 5 per cent. This increase was effective July 23 and applies to all employees, both office and factory. The announcement was made by Mr. Wallace T. Jones, president of the company, at the annual employees' outing on July 15.

# Facts and Figures on Our Distribution System

*Extracts of Convention Address*  
By **MALCOLM A. McDONELL**  
*Chairman Jobber Survey Committee*

**G**HE Study of Costs of Operations of Jobbing Confectioners is a project which was launched three years ago.

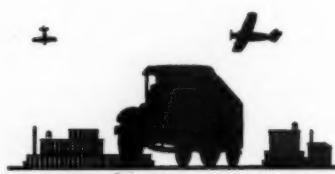
A sum of \$1,500 was considered the minimum requirement for even a limited study of a limited number of jobbing confectioners in one city. After persistent efforts over a three years' period, a sum of \$1,104.00 has been secured through contributions from manufacturers and allied concerns. It is gratifying to announce that this amount of money has been sufficient and will leave a balance in the fund.

The study was undertaken by the National Confectioners' Association with the assistance of the Department of Commerce. Mr. John Bromell of the department, supervised the work, but practically all of the detail has been handled by Mr. John Coleman.

An item study of five jobbing confectioners has been made over a three months' period of operations. The closing inventories were not taken until the 15th of June and consequently an analysis cannot be offered at this time, but a complete analysis of the operations of these jobbers will be available to the industry in printed form at a near date.

Statistics are generally considered a dry subject but when a period of business is completed and these figures show red they cease to be dry and are a subject for at least figuratively weeping. Reliable statistics will prove that the business mortality of jobbing confectioners is an astounding picture of the uneconomic method of confectionery distribution.

Total confectionery sales for the



past two years was approximately \$400,000,000 and the net losses on actual bankruptcies represent approximately 3 per cent on sales, of which approximately two-thirds represent failures of jobbing confectioners and one-third represents failures of manufacturing confectioners. No small part of these losses are the direct result of debased methods of confectionery distribution.

## Distribution Degraded

The manufacturing portion of the confectionery industry or at least portions of it, absolutely closes its eyes to its distributors. It assumes an attitude of letting the distributor get along the best way he can and encourages increased numbers of distributors, regardless of the ultimate degradation of its source of distribution.

No matter what methods may be pursued by jobbing confectioners, no matter how greatly the jobber debases reasonable margins of gross profits by "cut throat" competitive methods, he is encouraged by certain type of manufacturers if he can secure volume sales. The result is lowered standards of gross margin of profits and greatly lowered type of jobbing distributors.

Discrimination in quality ceases to be much of a factor, and excessive sized pieces of penny and five cent

units secure the major part of jobbing confectionery sales.

The Confectionery Survey for 1931 shows sales through jobbing outlets of 53.8 per cent of total sales, chain stores 1.8 per cent, retail sales 18.3 per cent, and sales of retail manufacturers through own stores 9.9 per cent. Sales through jobbing outlets continues to be the biggest factor of distribution although chain store sales show an increased gain in total sales each year.

Of the 53.8 per cent jobbing distribution it is a safe guess that 66½ per cent of the sales are in penny and five cent units, and as manufacturers who deal largely with the jobber and are unable to compete for the chain store business (which is another story) we are largely concerned with the wheres and whys of jobbing distribution, and this holds true to the 18 per cent distribution of manufacturers direct to the retail trade, which is equally affected by any great abuses of jobbing distribution.

## Manufacturers' and Jobbers' Distribution Problems Are Inseparable

I have constantly advocated that the problems of jobbing distribution and manufacturing distribution are inseparable.

I hold no brief for the jobbers. Competitive methods among jobbing confectioners is without any semblance of control. Jobbing confectioners who know their costs or operation are daily confronted with the blind irresponsible competition of countless forms of unprofitable distribution, such as peddlers, cash and carry, voluntary chains, cigar and tobacco jobbers, sub-jobbers, wholesale grocers, manufacturers who sell

## THE MANUFACTURING CONFECTIONER

direct to the retail trade at prices below jobbing standards, and all types and forms of destructive competition.

In the twenty years of my experience in the candy industry, the methods of jobbing distribution have continued to become worse each succeeding year. The financial resources of strictly service jobbers who conducted business of volume have greatly diminished and such jobbers are rapidly fading out of the confectionery distribution picture.

Unless the manufacturing portion of the industry, which depends on this method of distribution for over fifty per cent of its products, assumes a beneficial attitude towards this vital factor of the industry, it will continue to degrade to a lower level.

As a result of a lack of better selectivity, the confectionery manufacturing industry pays the penalty of a mortality of approximately 10 per cent per year of failures in the jobbing field, representing losses of two to three millions of dollars per year.

An equal or greater amount is lost to the manufacturers in returned goods and reductions, which combined amount is not less than six to eight millions of dollars, or three to four per cent of total sales.

This amount of loss helps to account for the net loss which it is estimated occurred on gross confectionery sales for the year 1932.

There are always a few concerns which show profit, in some cases as a result of efficiency, or established consumer demand; in some cases some degree of good fortune in producing specialties that meet favor and offer temporary profit, and in some cases by abusive methods of unfair competition secure a lion's share of the business—but even in all these cases the margin of profit is almost an insignificant percentage.

There is no complete remedy for all abuses, but losses of such great proportions in the industry are subject to a degree of correction that would create savings that would pay the cost of supervision many fold.

With the Industrial Recovery Act now in existence and its administration being organized, there is a ray

of hope that it may be the means of betterment for the confectionery industry.

Much depends on its administration and unless it is administered on a basis of equity with due regard for the small and moderate sized plants and the confectionery jobbers, it will fail of its avowed purposes.

### Recommends N. C. A. Create Department for Study of Manufacturing and Jobbing Distribution

To simply talk about it is of no avail, and unless a department for the continued study of manufacturing and jobbing distribution is established and empowered to recommend betterments in distribution methods and to condemn abusive methods, there is little hope for betterment.

If such a department existed, it is possible that certain degradations of a fair gross margin for jobbing distribution could have been stopped in its early stages by an aggressive publicity policy.

It is not too late now to make this start.

In past years certain leading manufacturers in the industry established fair margins of gross profit to permit of a distribution profit. These type manufacturers built their businesses on quality standards and their growth was the result of this superiority. We, the small and moderate sized manufacturers, pay due respect to such manufacturers who set high standards of manufacturing and distribution of confectionery. They prospered themselves and yet left room for others to exist and did not close the door to opportunity.

In the past decade there has developed the volume type of specialty manufacturers whose basis of operations is concentrated on securing immense volume by oversize units, debased prices, degrading margins of distribution profit, quack advertising, free deals, premiums, detail crews forcing consumer demand over the heads of jobbing interests and by cajolery and threats forcing jobbing acceptance to a basis of distribution below normal requirements to cover costs of operation. Their methods also attempt to throttle all competition of other manufacturers.

What is the industry going to do about this degraded situation of manufacturing and jobbing distribution?

From the year 1927 to 1933 the average price per pound has declined from 23.3 cents per pound to less than 14 cents per pound in 1932, or a decline of approximately 40 per cent in average price per pound.

Material costs possibly averaged 40 per cent lower prices. Materials only represent approximately 50 to 55 per cent of manufacturers' sales price. Wages have possibly been reduced 40 per cent but this only represents approximately 10 per cent of sales price. Executive expense dealing with salaries has possibly been reduced 40 per cent or more, but this only represents approximately 2½ per cent of sales prices. Other factors of flexible expenses may have been reduced 40 per cent, representing 7½ per cent of sales price, or a reduction of costs occurring on 75 per cent of costs represented in sales price.

Estimating 25 per cent fixed costs, covering unalterable items of taxes, light, heat, power and sundry factory costs, approximately 8 per cent which instead of diminishing increases in direct percentage to reduction in sales volume. Estimating other distribution expenses at 17 per cent of sales price inclusive of which are bad debts, returns and allowances, cash discounts allowed, freight and delivery, handling and shipping, salesmen's salaries or commissions, traveling expenses, advertising and minor items, are elements of expenses that have increased rather than decreased with an approximate decline of 40 per cent in sales since 1927.

It is not difficult to realize why a net loss will be shown by the aggregate industry when it is apparent from these estimates that a 40 per cent decline in average price over all costs was not justified by approximately 25 per cent of fixed costs that have not declined. As a 40 per cent decline in this percentage of costs represents an unjustified 10 per cent decline in total price, it is not difficult to realize the reason for the elimination of possibly 7 per cent net profit on aggregate

## OUR DISTRIBUTION SYSTEM

confectionery sales and the unfortunate substitution of approximately 2 to 3 per cent net loss on aggregate gross sales.

If there is a fair degree of accuracy to these estimates, I believe it should prove the need for greater study and analysis of distribution costs, as it would appear evident that failure to properly appraise this element of percentage of cost is resulting in an aggregate loss to the industry. This illustration is just as applicable to jobbing distribution as sales of jobbers have declined in like proportion.

The survey figures of the five types of jobbing confectioners studied in Cincinnati have not been yet tabulated, and I have not seen a single figure, but I am going to hazard a guess that 40 per cent of the items sold will show a loss.

I will also predict that if it were possible to analyze the sales of confectionery made by such outlets as wholesale grocers, co-operative grocery associations, voluntary chains, and cigar and tobacco jobbers, with whom candy is simply accessory sales items and in such cases where it is sold at 5 to 10 per cent gross margin, that a definite loss could be shown if expenses of sales were properly allocated to this portion of their business.

Such considerations as insufficient average turnover, loss in spoilage, pilferage and percentage of handling expense for small volume sales could easily account for double their average costs over their entire sales.

If some of these outlets would or could be shown, they would either quit the field or add a reasonable mark-up and thus relieve to some degree this problem confronting exclusive confectionery jobbers.

In conclusion, I respectfully recommend to the National Confectioners' Association and to the Industrial Recovery Division of the Association that a Production and Distribution Costs and Analysis Department be formed, with capable personnel to study, analyze and publish facts pertaining to production and distribution costs of manufacturing and jobbing confectioners with the viewpoint of betterment in the industry and to be given the au-

thority to publicly publish findings of unfair, uneconomic and unprofitable methods.

It is recognized that this will require funds for such operations, but even a total sum of \$200,000 for the general administration of the Industrial Recovery Division would prove a tremendously profitable investment if it could convert an estimated aggregate loss of \$4,000,000 on sales to a modest \$6,000,000 profit on sales.

To the jobbers of the country, a recommendation is made for local organizations to foster fairer competitive sales methods, and co-operation with manufacturers through lessened unfair returns of merchandise, lessened dictation on prices, lessened unfair deductions, stricter investigation of methods of sales of manufacturing sources of supply and promotion of sales of quality confectionery which offers reasonable fair gross margin of profit.

To the Industrial Recovery Division of the National Confectioners' Association is pointed out that the avowed purposes of the Industrial Recovery Act is to foster fair competition and to eliminate unfair competitive practices, to pay living wages to employes and to not discriminate or oppress small enterprises.

Unless consideration and protection is given to the smaller and moderate sized manufacturers and to the jobbing distributors of confectionery, the workings of this act in its relation to the confectionery industry will fail of its purpose.

### Oklahoma Manufacturers Form Association

THE Association of Candy Manufacturers of Oklahoma has recently been formed to aid in recovery plans among confectioners of that state. Mr. J. B. Fine of the Fine-Reding Candy Co., Oklahoma City, is president of the new organization. John H. Courtney, an industrial engineer, was chosen secretary. Walter Williams of the Williams Candy Co. is treasurer.

Directors of the Oklahoma Association are: J. A. Waldrep, Tul-



**Charles R. Foster**

Charles R. Foster, Battle Creek, Michigan, vice-president of Foote & Jenks at Jackson, passed away August 1st. Mr. Foster was in Illinois on company business when his car collided with a large truck west of Ottawa. His injuries were too severe and he passed on the next day.

Hundreds of friends in the trade throughout the country will miss this fine gentleman, who was so active throughout the years at trade conventions and expositions.

Mr. Foster, known to everyone as "Charlie" or "Dick," had just completed thirty-three years of service as a member of the Foote & Jenks organization. More than thirty years were spent in field work, the last few years as vice-president of the company he served so long.

Industry, his community, his company, friends, and family, can ill afford to spare him. Active in church and fraternal work, Mr. Foster never thought of his own interests—always of others—a true servant of society.

So passes on a man whose sixty-one years of life were crammed full of living—for others—and much pleasure to himself in the service. He will linger long in the memories of those who knew him.

Mr. Foster is survived by his wife, mother, two sisters and two brothers.

---

sa; John Bills, Clinton; L. E. Bailey, Oklahoma City; J. T. Griffin, Muskogee; H. P. Forge, Oklahoma City, and J. P. Thompson of Enid, Okla.

## THE MANUFACTURING CONFECTIONER

### Pale Coatings and Transformed Sugar

It has recently been brought to my notice that transformed sugar has been tried unsuccessfully in pale coatings, for which failure I am held responsible for having recommended the use of transformed sugar in chocolate. I would like to call attention to the following facts in vindication of myself, transformed sugar and what is generally known as "Chocolate."

(1) I have never recognized as "Chocolate," and never shall recognize, pale coatings containing some 10 per cent or under of cocoa liquor, whatever may be the legal definition.

(2) I have referred to pale coatings everywhere, both in writing and conversation, as "pale brown confections" in order to distinguish them from "chocolate."

(3) I have referred invariably to transformed sugar as essentially an ingredient of value to the maker of the higher grades of chocolate—whether that transformed sugar is used as such or during transformation from liquid sugar in the continuous chocolate process, described on several occasions.

(4) Transformed sugar was invented specifically for improving the quality and cheapening the cost of the more expensive and better grades of chocolate by reducing the grinding on steel rolls.

(5) Not recognizing "pale coatings" as "chocolate," I have never recommended the use of transformed sugar or anything else in their preparation; on the contrary, having systematically refused to regard pale coatings as anything but a travesty of the real article, I have severely left them alone to those who understand them and can appreciate them.

(6) The fact that transformed sugar is apparently not suitable for pale coatings, is, perhaps, a further excellent argument for not including such confections under the category of "Chocolate" but rather as special confections with different properties of "chocolate."

Under the circumstances, my name cannot be associated with any efforts, successful or otherwise, to use transformed sugar in anything but the better grades of chocolate.

R. W. WHYMPER.

### Candy Machinery Manufacturers Meet

A meeting of candy machinery manufacturers was held at the Hotel Pennsylvania, New York, on Monday, July 31st. The purpose of this meeting was to discuss provisions of the confectionery manufacturers' code then pending, and to pave the way for group cooperation and discussion of trade practices and matters of mutual interest. Representatives of the following concerns were present: American Mould Co., Baker Perkins Co., Fred S. Carver, Eppelsheimer & Co., Hildreth & Company, V. O. Hermann Corp., J. M. Lehman Co., National Equipment Company, Union Confectionery Machinery Co., Inc., and T. C. Weygandt Company. Harry L. Friend, J. W. Greer Company, Chas. Holmberg Company, A. Huhn Manufacturing Co., Racine Confectionery Machinery Co., and Werner Bros., while not personally represented, has indicated their willingness to cooperate with the group in the interest of all concerned.

Mr. George A. Bausman, President of the National Equipment Company, was selected as Chairman of the meeting. In a brief talk he outlined the immediate purposes of the meeting and with the approval of those present appointed a committee consisting of C. J. Covert, of the V. O. Hermann Corp., E. S. Meuser, of the J. M. Lehmann Co., and Herman Greenberg of the Union Confectionery Machinery Company, to confer with officers of the National Recovery Act Committee representing the candy manufacturers so as to effect a better working contact between the groups insofar as their related interests are concerned.

The meeting adjourned after agreement upon the proposals discussed. Those interested will be kept informed of future developments by Mr. C. J. Covert who was appointed Secretary.

### A. A. Lund & Associates Add to Staff

Dr. Norris Whitney Goldsmith, physical chemist, engineer, and a former member of the faculties of Cornell and Washington and Lee universities, has joined the staff of A. A. Lund &

Associates, food research and merchandising counsellors of New York, in the capacity of account executive. The Lund organization specializes in new product development and the handling of technical and sales promotion problems in the food and beverage industries.



**CANDIES OF THE WORLD—**  
Nulomoline Company of New York have a new booklet giving formulas of foreign candies modified to conform to American methods and tastes. These formulas are indexed under the various types of candy and also gives the country in which the candy originates.

\* \* \*

**MUNDET "JOINTITE" COVERING PRICE LIST—**Mundet Cork Corporation of New York have issued a new price list and the bulletin also includes engineering information on insulation, specifications how to install when pipes are too close together for regular covering, how to order and data on other details.

\* \* \*

**DIE WIENER KONDITOREI—**A complete text-book containing 520 pages covering formulas and very complete data for every formula for various types of bread and candies. Published in German.

\* \* \*

**THE STORY OF FABRIKOID PX CLOTH—**E. I. du Pont de Nemours & Co., Inc., New York City, N. Y., have issued an interesting booklet on the use of Fabrikoid PX cloth in connection with the book binding industry. The booklet is bound in the material and has some very interesting plates showing different types of bindings of this material. The Book Show conducted by the Fabrikoid division of the du Pont company is now being held in Chicago at the Hotel Stevens.

\* \* \*

**D & O CATALOG FOR AUGUST-SEPTEMBER, 1933—**The latest price list and catalog covering Dodge & Olcott's entire line of essential oils and flavoring materials is now ready for distribution. Copies may be obtained by writing the company at 180 Varick street, New York City.

\* \* \*

**A STUDY OF THE NETWORK BROADCAST ADVERTISING OF THE CONFECTIONERY AND SOFT DRINKS INDUSTRY—**A complete analysis showing the network broadcast advertising activities of manufacturers in this industry. Issued by the National Broadcasting Co., New York City.

**Pectin Jellies—Cast and Cut***(Continued from Page 18)*

secure tartness, it is obvious, therefore, that it is well to use the weaker acids, and plenty of them, so as to end up with proper tartness.

It has been found that sodium acetate plus citric acid, gives a combination entirely satisfactory, due to the fact that acetic acid and citric acid are developed when added to water, although part of the acetic acid is lost, because it is a volatile acid. The use of vinegar alone has also been used. Such a salt and acid combination works well, but shelf tests have proven that when too little pectin has been used, the body is broken down, resulting in what might be likened to a clear heavy invert sugar, with the surface covered with heavy crystals.

**Cooking Operations**

In starting the cook, it is well to add at least five parts of sugar to one part of pectin, with sufficient water to give a clear solution. Four gallons of water to every 100 pounds of corn syrup and sugar is suggested. When the pectin in solution is clear and of sufficient density to absorb the balance of the sugar and corn syrup, so that there will not be a tendency for the pectin to be thrown out of suspension, cooking operations can proceed. Salts and acid mixed with a small part of sugar can now be added, although salts and acid have been added with the pectin direct. It is well to have agitators so as to keep the pectin from forming on the inside surface, causing an insulation and elimination of heat units. It is well to pump and cast as soon as possible, as a hot batch with acid breaks down the pectin strength. The faster the batch can be cooked, the better for the batch.

The depositor should be heated before receiving the batch so that sudden cooling will not chill the batch, causing a premature set. Equipment should be thoroughly cleaned and pumps flushed to prevent stringing.

Jellies can be steamed, but not too long or else the skin will be broken, causing subsequent spotting. When sanded, further steaming causes crystals to join together, giving uniform surface, and too much time cannot be spent in drying.

Jellies should not be packed in too great quantities as pressure will cause sweating. Five-pound boxes with partitions travel well and are worth the extra investment.

**Cut and Fruit Jellies**

Cut jellies and fruit jellies can be made with pineapple and various fruits added. The proper

amount of acid will enable one to place them on slabs and size to proper thickness. Such jelly can be mixed with marshmallows, nuts and other combinations. Slab jellies require a greater percentage of pectin than any other type of pectin confections.

**Cream Centers***(Continued from Page 22)*

Furthermore, if we wanted to make a lighter center, we would increase the frappe.

Now we have the three parts of the cream center batch all mixed together and at this point we add 1½ ounces of refined invertase.

After the refined invertase is thoroughly worked through the batch, the color and flavor are added and if we check on the temperature of the batch at this point, we will find it will be in the neighborhood of 140 to 145 degrees F.

You will recall that the chemist informed us that the cream center was composed of a solid and a liquid phase. The sugar crystals are the solid phase and the syrup portion, which surrounds the crystals, is the liquid phase.

The syrup portion in this case consists of sugar, invert sugar (levulose and dextrose) and the corn syrup, plus water.

The amount of water that may be present in the syrup portion of the fondant is of the utmost significance as on this factor will depend whether the centers will or will not ferment.

The amount of water present in the syrup portion of centers made with this formula (Mint Cast Cream Centers) would be about 25 or 26 per cent making about 74 or 75 per cent of solids in the syrup portion.

We know from experience that cream centers containing syrup of such low density will ferment rather rapidly and that cream centers of higher density, say, 24 to 21 per cent of water, are less liable to ferment and on the other hand, cream centers having a syrup of 80 density, meaning 20 per cent of moisture, are practically immune to fermentation.

That is why we add the refined invertase, as it increases the density of the syrup to a point where danger from fermentation will be practically eliminated.

Before I close I would like to leave with you this thought, that in making cream fondant centers, the manipulation and handling of the materials are as important as the use of uniform ingredients and that with very few exceptions it costs no more to make good cream centers than poor ones.



## Looking for "something new?"

*Flavor, clarity and tenderness of  
new-type jelly pieces and gum  
type goods win instant  
acceptance.*

### Use of Exchange Citrus Pectin gives 6 quality advantages without penalty in cost!

Lift your candies out of destructive competition by giving them something that others lack. You can do it with your present equipment and your present personnel. Merely replace present jellifying ingredients with Exchange Citrus Pectin.

Note how your jelly pieces and gum type goods are:

1. Clearer, more sparkling.
2. Truer to Taste.
3. More natural.
4. More refreshing.
5. More tender.
6. FRESHER—longer!

Exchange Citrus Pectin is

colorless, tasteless, odorless. It is a native constituent of fruits. Any desired degree of tartness may be added without affecting performance of the factory batch. It makes a short jelly that retains its original desirable characteristics longer.

And costs are low if you standardize on Exchange Brand Citrus Pectin—with 100 jelly units to the pound guaranteed.

Send coupon at once for your first order. Test the ease of manufacture and sales possibilities of Exchange-type confections. Full instructions accompany shipment.



### CITRUS PECTIN FOR CONFECTIONERS

Guaranteed 100 Grade

California Fruit Growers Exchange,  
Products Department, Sec. 208,  
Ontario, California.

Send immediately 5 lbs. of Exchange  
Citrus Pectin for Confectioners (100  
Grade), to be invoiced at your regular  
wholesale price schedule. Also com-  
plete instruction manual.

Company .....

Street .....

City..... State.....

Mark for Attention of.....



# ANNOUNCING—

*A New  
Mohawk Brand Flavor..*

## SOLUBLE DRY COFFEE EXTRACT CONCENTRATED

COFFEE . . . most popular of beverages . . . but until now unobtainable as a flavor in concentrated form for commercial use!

Hence our genuine satisfaction in being able to offer this superb new flavor. . . .

## MOHAWK BRAND SOLUBLE COFFEE EXTRACT CONCENTRATED

which is a pure coffee, without grounds, no chickey, color or adulterants, manufactured from the finest grade of coffee and concentrated to an instantly soluble powder. It is highly recommended for all purposes where a genuine, pure coffee flavor is needed.

Coffee, in other words, is now available in a form whereby manufacturers can conveniently and economically take advantage of its ever-growing popularity. For flavor purposes as well as for beverage use, MM&R Soluble Extract of Coffee Concentrated is its own color, and to admit the addition of color is to admit deficiency of coffee.

In addition to Manufacturing Confectioners we recommend it to

*Ice Cream Manufacturers  
Dessert Powder Manufacturers  
Gelatine Dessert Manufacturers  
Manufacturers of Soft Beverages  
Soda Fountain Syrups*

Full directions for its use will be supplied on request. Send for samples and literature.

### MAGNUS, MABEE & REYNARD, Inc.

Manufacturers and importers of fine flavors and essential oils for confectionery, ice cream and food trades.

32 CLIFF STREET  
39 SO. CLINTON STREET

NEW YORK, N. Y.  
CHICAGO, ILL.

### Use of Commercial Dextrose

(Continued from Page 36)

to be exceedingly sweet, and this sweetness would mask the cocoa flavor to such an extent that it would be difficult to obtain a real definite chocolate flavor from any of these coatings. What is more natural than that the industry should turn to this sugar which is *less sweet* than suerose? This field in itself is sufficiently large to be of very great importance, but its trial in that type of coating has led to its adoption and use in other types.

The second reason why anhydrous dextrose found favor in the manufacture of chocolate is because of its *cooling flavor*. At first this was thought to be a disadvantage, because it easily identified a chocolate made with a goodly proportion of anhydrous dextrose. However, it is now looked upon as an actual advantage. In the first place the cooling flavor accentuates and blends in well with a very great number of flavors usually used on fondant centers. It certainly blends well with mint and wintergreen flavors. The cooling effect also has a tendency to popularize chocolate coated goods during the summer time. It is the prevailing popular opinion that chocolate and chocolate covered goods have been looked upon as too hot for the summer. If a cooling center containing a dextrose crystal can be increased in a chocolate made with anhydrous dextrose the combined cooling sensation produced by such a combination should come close to becoming a popular favorite in the summer time.

A great many users of anhydrous dextrose in chocolate have claimed that a lower viscosity in their chocolates has been obtained by its use. This, of course, is quite a moot question as yet. It is definitely established, however, that the anhydrous dextrose properly milled can be pulverized finer with less expenditure of energy and very often this may account for the apparent lower viscosity that is obtained.

As an addition to its use in the chocolate field, anhydrous dextrose also found a use in conjunction with certain plastic fats which are used sometimes as fillers in certain types of confections. Here again the cooling flavor is an asset.

Dextrose is now being used in the making of a short nougat. In pan work on soft jelly beans the comparative fineness and unevenness of the grain of the commercial dextrose has been a drawback to its use. There is a "pan" dextrose available, especially designed for use in the panning operation. It is even in grain and has been approved by some confectioners.

I have made no mention of using dextrose in hard candy, since frankly, I feel it is out of place in that confection.

**Uniform Jobber Code and Federation Sponsored by Wholesale Confectioners' Board of Trade**

THE code for candy jobbers recently adopted by the Wholesale Confectioners' Board of Trade, New York, has become attached to the Federation plan in the movement to organize existing jobber organizations into a Federation of Wholesale Confectioners' Association of the nation. This very comprehensive code was formulated by a central committee in cooperation with Herbert Tenzer, Counsel to the Board of Trade.

The code includes provisions on maximum hours, minimum wages, unfair trade practices and methods of competition; provisions relating to the sub-jobber, credit regulations, administration under a "Central Committee," and a set-up for the Federation.

Local, state or sectional wholesale confectioners' associations may join the Federation. New York, New Jersey, Connecticut, Southern Wholesalers, and Chicago jobbers are expected first to join.

**Retail Manufacturers Draft Code**

ASSOCIATED Retail Confectioners of the United States have prepared a code which is being given a hearing at Washington. At an Executive meeting August 3 a code committee was appointed and action was started at once. This code will apply to manufacturing retail confectioners, it is understood. George C. Cobb, of Worcester, Mass., is President of the Association. William D. Blatner, Chicago, Ill., is Secretary.



*Quality Coatings*  
THAT "STAND UP"

Merckens Fondant Process Chocolate sets quicker and will not soften so readily as ordinary coatings do—but will retain its gloss, even in warm weather. This insures the fine appearance and lasting qualities of your candies.

Send for samples—and see why

**MERCKENS CHOCOLATE CO., INC.**  
BUFFALO, N. Y.

BRANCHES  
LOS ANGELES - 1807 W. NINTH ST.  
NEW YORK - 25 W. BROADWAY  
BOSTON - 131 STATE ST.  
CHICAGO  
HANDLER & MERCKENS, INC.  
180 W. WASHINGTON ST.



**ENTICING  
NEW FRUIT FLAVORS  
for HARD CANDIES**

**Now available for**

**STRAWBERRY  
RASPBERRY  
PINEAPPLE  
BANANA  
CHERRY  
PEACH**

Blanke-Baer's new line of imitation Hard Candy Flavors in the above popular variety should enable you to increase your Hard Candy sales this Summer.

On request we shall be glad to send you samples of hard candies made with our new Hard Candy Flavors.

**BLANKE-BAER EXTRACT &  
PRESERVING COMPANY**

3224 SOUTH KINGSHIGHWAY  
ST. LOUIS . . . . . MISSOURI

## Louisiana Contributes

# A Direct-Consumption Sugar

**W**HEN the production of sugar in Louisiana fell from over 400,000 tons to 47,000 tons because of the ravages of the mosaic disease (a disease which attacks certain varieties of sugar cane), those who were unacquainted with the traditional courage, ingenuity and vitality of the Louisiana planter thought the sugar industry of the Pelican State was doomed. But through the long period of hardship and privation that prevailed on the old plantations during the mosaic infestation, the dauntless southern planters under the leadership of shrewd, clever Dave Pipes of Southdown Plantation, carried on with the hope of developing a new cane that would be impervious to the disease.

Research on sugar cane mosaic and development of resistant varieties was initiated by the Department of Agriculture under direction of E. W. Brandes, Principal Pathologist of the Bureau of Plant Industry, and Mr. Pipes was the first man in the state to work hand in hand with the bureau on this problem. A portion of the work of testing mosaic resisting varieties of cane was carried on at Southdown Plantation.

After much research work with different varieties of cane from all over the world, it occurred to the experimenters that if they crossed a virile, disease-resisting wild cane, which unfortunately in itself was too low in sugar content to be grown profitably, with a special variety of high-sugar content cane from Java, that they might solve the problem. The experiments were successful beyond the most sanguine optimism, and today the offspring of six stalks of the new variety grown on Mr. Pipes' plantation sway in the soft Southern breezes throughout the entire State of Louisiana. Production has jumped from 47,000 tons to over 200,000 tons, and the historic industry of the state is saved. Research by the Department is still being pursued.

### Direct-Consumption Sugar

During the earlier years of Louisiana sugar history, the old plantations produced what is known as direct-consumption sugar; that is, sugar that was sufficiently refined on the plantation to be suitable for manufacturing purposes, particularly baking, without the necessity of going through the costly process of being transported to a sugar refinery and being refined into granulated sugar. The sugars thus manufactured were known as "clarified" and were in great demand up to about fifteen years ago. The difficulty with these sugars, however, was their high-moisture content, which made it necessary to market them quickly to prevent souring. Gradually the production of these sugars fell off to the point that they became available in such small quantities that they practically went out of use.

The Louisiana planter is a man who values his independence above all else, and with the decline in the manufacture and demand for clarified sugar, he found himself dependent on the sugar refiners for his sale of raws. Another shrewd planter, Frank Barker of Valentine Plantation, decided to tackle this problem. He had learned of a direct-consumption plantation sugar called silvercrest turbinated sugar, that was being manufactured in Cuba. The silvercrest sugar, unlike clarified, had a large, well-formed, grayish-white crystal, and above all, was dry and had excellent keeping qualities. But it was produced only during the Cuban grinding season, which started when Louisiana was through grinding and stopped prior to the commencement of the Louisiana season. This sugar, which was considerably lower in price than granulated, was used in large quantities by the baking and confectionery industries in the United States, and the users complained that they could not get their

supplies from Cuba between the months of October and March, when Cuba was not grinding. This being the Louisiana season, Barker thought he might solve this difficulty to the advantage of the Louisiana industry.

In cooperation with the Applied Sugar Laboratories in New York, Barker set to work to see if he could produce this new sugar. Much experimenting was required, and many alterations to the sugar house, but finally, after months of development work, he produced silvercrest equal in every respect to that made in Cuba. This sugar was produced for the first time in Louisiana during the crop year of 1932, but only at the Valentine factory. For the campaign of 1933, at least four factories have equipped themselves to produce it and the Louisiana industry has taken another major step forward toward recovering its old prestige as the Sugar Bowl of the United States.

This sugar has found favor with confectioners and bakers for use in products in which a dry, free-running sugar is essential, but where the sugar does not have to be snow-white. A saving is thus made possible. It is predicted that within the next few years, most of the Louisiana factories will be making this direct-consumption sugar, which promises to do almost as much for the Louisiana sugar industry as the improved variety of cane has already done.

---

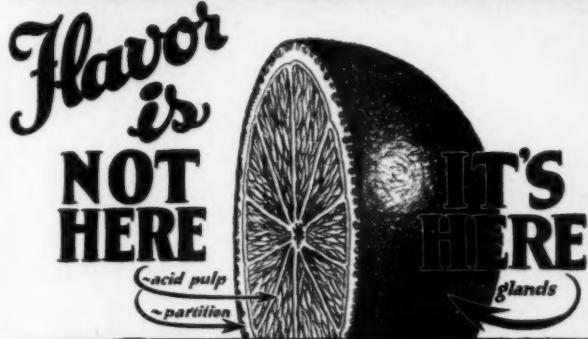
### New Jersey Jobbers Form State Organization

THE New Jersey Division of the Wholesale Confectioners' Board of Trade has elected the following officers to serve for the first year of this new jobber organization:

President, Jacob L. Schwarz of Schwarz & Son, Newark, N. J.; First Vice-Pres., Moses Sichel, M. Sichel, Inc., Newark; Second Vice-Pres., John Bricks, Paterson; Third Vice-Pres., Harry Rogoff, Jersey City; Secretary, Milton Lowenstein; Treasurer, Harry Berkowitz, Berkowitz Bros., Inc., Newark.

The organization endorsed the movement for organization of a Federation of Wholesale Confectioners' Associations as proposed by Mr. Herbert Tenzer, Counsel of the Wholesalers' Board of Trade.

## F&J "ISOLATE" FLAVOR FACTS



--and THE METHOD USED  
TO EXTRACT IT IS OF  
VITAL IMPORTANCE  
TO YOU « « «

ORDINARY methods of extracting flavor from the oil bearing glands in the peel of citrus fruits result in the loss of certain essential quality characteristics. Either terpenes are not completely eliminated, or the delicate, valuable flavoring elements are lost in the process of extraction. The exclusive ISOLATE process guarantees you true, fresh fruit flavor with every characteristic essential to full flavor power retained. Terpenes are positively rejected, and without the use of heat. You are assured of nature's finest flavor quality. And because all ISOLATES are super-concentrated, water-soluble, and uniform as to characteristics, they're more convenient and more practical to use. You'll prefer ISOLATE Natural Flavors once you try them.



**FOOTE & JENKS**  
INCORPORATED  
Flavor Specialists  
JACKSON MICHIGAN U. S. A.

Why Be Satisfied with Anything Less  
Than the ISOLATE Standard Provides?

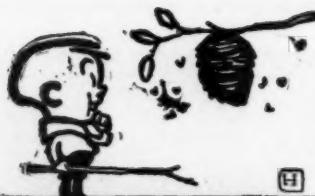
**ISOLATE**  
LEMON-ORANGE-LIMES  
and Twelve Other ISOLATES



No matter which Hooton Chocolate Coating you use, you will find that it adheres strictly to the policy of well-balanced excellence which is Hooton tradition. For these coatings are made in the very spirit of fine craftsmanship. They express the highest ideals of the art of chocolate making. Yet their cost is not exorbitant. Samples and prices upon request.

**Hooton**  
CHOCOLATE CO.  
NEWARK, NEW JERSEY.

526 WEST ROOSEVELT ROAD, CHICAGO



## DON'T TAKE CHANCES

You might get stung

The importance of invertase in your formula is too great for you to take chances on any but a standardized invertase of uniform strength and activity.

### CONVERTIT

Purified invertase of standardized activity

KNOW  
USE  
CONVERTIT

Convertit is the pioneer invertase and has stood the test of dependability for years. It is standardized and guaranteed to give satisfaction. You take no chances when you use Convertit.

Write us for formulas and practical suggestions.

### THE NULOMOLINE COMPANY

Exclusive distributors of CONVERTIT

109-111 Wall Street

New York

Western Office: 333 No. Michigan Ave., Chicago, Ill.

### The Candy Clinic

(Continued from Page 28)

**Color:** Good.

**Texture:** Good.

**Flavor:** Good.

**Remarks:** This candy is different and good eating. Suggest the piece be called "hard candy almonds."

#### Code 8kk 33

Charms—1 oz.—5c

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Package:** Good. Cellophane wrapper, printed board insert inside.

**Size:** Good.

**Colors:** Good.

**Flavors:** Good.

**Remarks:** This is a good 5c hard candy package.

#### Code 8ll 33

Mint Mixture—1 1/4 oz.—10c

(Purchased in a department store, New York City)

**Appearance of Package:** Good.

**Box:** One-layer, white printed in green.

**Appearance of Box on Opening:** Good.

**Contents:** Jelly strings, jelly fingers, panned cordials, cream wafers and cream leaves.

**Jelly Strings:** Good.

**Jelly Fingers:** Good.

**Cordials:** Good.

**Cream Leaves:** Good.

**Cream Wafers:** Hard and dry.

**Flavors and Colors:** Good.

**Assortment:** Good for this size box.

**Remarks:** The crystal on the cream wafers had peeled off, causing wafer to become hard and dry. The idea of the box is good. Suggest jelly fingers be made smaller for this box.

#### Code 8mm 33

Mint Assortment—8 oz.—35c

(Purchased in a department store, Chicago, Ill.)

**Appearance of Package:** Good. Nile green poka-dot box, black and gold seal, Cellophane wrapper, two end seals.

**Box:** One-layer.

**Appearance of Box on Opening:** Good.

**Contents:** Licorice pastels, cream leaves, sugar mints, ice jellies and marshmallow jellies.

**Marshmallow Jellies:** Good.

**Sugar Mints:** Good.

**Peppermint Leaves:** Good.

**Jellies:** Good.

**Iced Jellies:** Good.

**Licorice:** Good.

**Flavors:** Good.

**Colors:** Good.

**Assortment:** Good.

**Remarks:** This is a good mint assortment but a trifle high priced for this type of candy.

#### Code 8nn 33

Salt Water Kisses—3 oz.—10c

(Purchased in a cigar store, Boston, Mass.)

**Appearance of Package:** Good.

**Box:** Folding, white printed in green with Cellophane window, a red seal.

**Contents:** Contained colored kisses in flavored lime.

**Color:** Good.

**Texture:** Good.

**Flavor:** Slightly rancid or flavor not up to standard.

**Remarks:** The flavor of this piece needs checking up as it is not right. This package is high priced at 10c for 3 ozs. Suggest assorted flavors be used, as lime is not a very popular flavor.

## "YOU'VE GOT WHAT WE NEED"

Said many N. C. A. members when they saw the display of **BURMAK BELTS** at the Convention. They came, they saw, they bought—

Treated Cold Bed Belts  
New Type Caramel Cutter Boards  
"Long Life" Batch Roller Belts  
Glazed Belts for better bottoms.

**BURRELL BELTING COMPANY, Chicago**



# CLINTON

CORN SYRUP  
CORN STARCHES  
CORN SUGAR REFINED

CLINTON QUALITY AND  
CLINTON SERVICE INSURE  
SATISFACTION TO THE USER  
OF OUR PRODUCTS

Manufactured By

**CLINTON** CORN SYRUP REFINING **COMPANY**  
CLINTON, IOWA

### SEAL CARDS

*A Brand New Line . . . . . More color and more Flash*

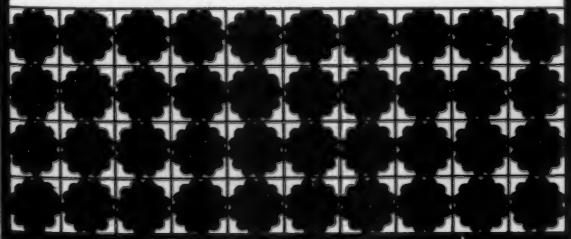
*Send for Circular*

**CHAS. A. BREWER & SONS**

*The Largest Board and Card House in the World*

6320-32 Harvard Avenue

Chicago, U. S. A.



### "Acme" Starch Trays



*When ready for more Starch Trays, call or write us for prices.*

*All trays made from kiln dried basswood and surfaced to a smooth finish.*

*Quality and service at minimum price*

**Rathborne, Hair & Ridgway Co.**

2138 South Loomis St.

Chicago, Ill.

# HILDRETH'S

## DISPLAY TYPE CANDY PULLER

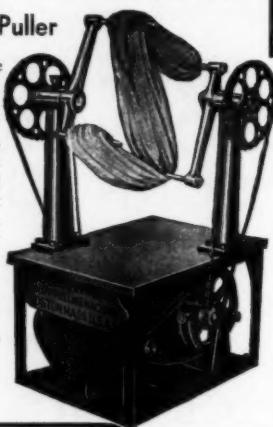
The Original Candy Puller

Backed by 30 years' Experience  
Positive in Action

Has proved a great money  
maker for summer months  
at fairs, resorts, roadside  
stands, confectionery and  
general stores, etc. Why not  
cash in this summer with a  
machine which will soon pay  
for itself?

SEND FOR CIRCULAR

H. L. HILDRETH CO.  
549-559 Albany Street  
Boston, Mass., U. S. A.



IDEAL

## WRAPPING MACHINES



Those candy manufacturers  
who have added IDEAL Wrapping  
Machines to their plant's  
equipment know what it really  
means to enjoy the efficiency  
and economy of operation of  
smoothly running, faultless  
machines.

IDEALS come in two models:  
the Senior Model, which  
wraps 160 pieces per minute,  
and the Special Model han-  
dling 240 pieces per minute.  
These machines will take care  
of all ordinary and some ex-  
traordinary requirements. They  
are suitable for either the  
large or the small manufac-  
turer.

Every IDEAL Machine carries  
the unqualified guarantee that  
it is mechanically perfect.

*A request for further details will obligate you in no way.*

**IDEAL WRAPPING MACHINE CO.**

Established 1906  
Middletown, N. Y., U. S. A.

# Anheuser-Busch Brand Confectioners Corn Syrup



Sets the standard measure for quality.  
Where the finest candies are made, you will  
find Anheuser-Busch Brand Corn Syrup  
in use. No other brand approaches it in  
the entire field for its crystalline brilliancy.

**Anheuser-Busch, Inc.**  
ST. LOUIS, U. S. A.



## THE MANUFACTURING CONFECTIONER'S —CLEARING HOUSE—

### MACHINERY FOR SALE

**FOR SALE — COUGH DROP** packaging equipment. 1 each type C-10 and type CC, Cartoning Machinery Corp. Filling Machines and 1 No. 268 American Machine & Foundry Carton Wrapping Machine. Machines fill and wrap cartons the size of Luden's. Filling machines practically new. Wrapping machine in excellent condition. Cheap for quick sale. Write M. E. Brigham, 27 Washington Ave., Philadelphia, Pennsylvania.

**MACHINERY FOR SALE—1 16"**  
Enrober (National); 1 300-lb. Chocolate Kettle (National); 1 Depositor for Stars and Buds; 1 Coco Bean Cracker and Tanner (National); 1 Copper Revolving Sanding Pan; 6,000 Starch Boards. King Candy Co., St. Louis, Mo.

**GUARANTEED REBUILT** equipment available for immediate shipment: Springfield 10,000 lbs. per day continuous cooker; Hildreth double arm pulling machine with d.c. motor; 6' and 7' York batch rollers for gas; Racine Model "M" Die pop machine with golf ball sucker dies, direct motor drive and tumbling attachment; 4' and 5' Ball cream beaters with re-plated bed, belt drive and motor drive; 150 lb. to 800 lb. chocolate melters, belt and motor drive; 16" enrober with cooling tunnel; automatic feeder, bottomer and stringer; complete Springfield wood mogul; 35 gal. and 50 gal. Savage double action tilting caramel mixer; Model "S" or Model "K" No. 3 Savage fire mixers;  $\frac{7}{8}$ " and 1" Ideal caramel wrappers; Hobart mixer; three speed, 80 quart, motor drive; 150 and 200 lb. Savage marshmallow beaters with new oval extension tops; 38" copper revolving pans with steam coils; 60 gal. Model B-2 Savage double action mixers; Simplex gas and steam vacuum cookers. Also many other machines. Write or wire for lowest prices. SAVAGE BROS. CO., 2638 Gladys Ave., Chicago, Ill.

### MACHINERY FOR SALE.

**FOR SALE—ONE SIMPLEX** starch buck, power driven, cost \$800 new, will sell for \$200, f. o. b. Cincinnati, guaranteed excellent condition. The Wm. C. Johnson Candy Co., South St. at State Ave., Cincinnati, O.

**FOR SALE—12-INCH UNIVERSAL COATER, BOTTOMER, 35-Ft. COOLING TUNNEL.** All electric, like new, excellent work. Three 100-lb. Mills Chocolate Melting Kettles with motor. Vulcan Gas Stove. Barbara Fritchie Chocolate Shoppe, Frederick, Md.

**PLASTIC CHAINS FOR GAEBEL** machine used about six months, in first class condition, cheap. Address D-4443, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**FOR SALE—TWO 24" ENROBERS** with bottomer and cooler and packers. Low price to move quickly. Address: T-6570, % The Manufacturing Confectioner Pub. Co., 1143 Merchandise Mart, Chicago, Ill.

**FOR SALE—PIECE MEAL—AT SURPRISINGLY LOW PRICES** and with liberal payment terms, in keeping with present conditions—all machinery and equipment formerly operated by E. Greenfield's Sons and Repetti's, former divisions of Candy Brands, Inc., at 95-107 Lorimer Street, Brooklyn, N. Y.

We are quoting special low prices for immediate sales, directly from the floors of the above plant, since the machinery must be immediately removed.

You can arrange to inspect this equipment since our representative is always on the premises.

This is the chance of a lifetime to secure excellent equipment at very cheap prices.

See pages 10 and 11 for partial list of equipment at this plant.

Write or wire collect for prices and details to Union Confectionery Machinery Co., Inc., 318 Lafayette St., New York City. Cable address "Confecmach."

### MACHINERY FOR SALE

**MACHINERY FOR SALE—BOILER, 1** h. p. Bartlett & Haywood, gas fired, 100 lbs. pressure. Address: T-6564, % The Manufacturing Confectioner Pub. Co., 1143 Merchandise Mart, Chicago, Ill.

**FOR SALE—CHEAP—TWO 16-IN. ENROBERS** with automatic feeders, bottomers and strokers. Will sell with or without attachments. Address C-3308, % The Manufacturing Confectioner Pub. Co., 1143 Merchandise Mart, Chicago, Ill.

**FOR SALE—RACINE IMPROVED AUTOMATIC SUCKER MACHINE**, latest type, dumbbell, and two for five cent and one cent round rollers. Address D-4320, % The Manufacturing Confectioner Pub. Co., 1143 Merchandise Mart, Chicago, Ill.

**FOR SALE CHEAP IN SMALL QUANTITIES OR CARLOAD LOT 10,000** good used starch trays formerly used at the Greenfield's plant, also pan boards and carrying trays. Union Confectionery Machinery Company, 318 Lafayette street, New York City, N. Y.

### MACHINERY WANTED

**WANTED TO BUY—USED TOFFEE WRAPPING MACHINE** which will wrap in both foil and wax or cellophane. Chase Candy Co., St. Joseph, Mo.

**WANTED—CHAIN DRIVE CREAM BEATER**, 3-4 ft. combustion gas stoves with blower, caramel stirrer, sizing and cutting machines. Dealers save stamps. State condition, age and lowest price. John Kish, Etna, Pa.

**WANTED—MACHINE TO MAKE LOZENGES.** Send details and price to B-2331, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

### POSITIONS WANTED

**POSITION WANTED BY A-1 ALL AROUND CANDY MAKER** thoroughly versed in all lines. Capable in capacity of working foreman or can take complete charge. Address H-8331, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.



#### POSITION WANTED

**HIGHLY COMPETENT AND EXPERIENCED** candy and ice cream maker, one of the best, with managerial ability, desires to lease complete retail store or department with candy making equipment. Place must have appropriate location and possibilities. Position as candy maker or manager would receive consideration. Available at once. H. E. May, 416 Hancock St., Sandusky, Ohio.

**GENERAL MANAGEMENT** wanted with factory requiring reliable, efficient, economical, honorable, active management. Qualifications: Sales, manufacturing, office, buying, shipping, cost, advertising. Address H-8332, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**SUPERINTENDENT DESIRES** position with progressive candy manufacturer. I am a practical candy maker with years of experience; understand modern candy machinery; executive ability, capable of handling help and run factory effectively and efficiently; 20 years' experience in quantity and quality production of general lines. Address H-8334, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**FIRST-CLASS HARD CANDY** foreman wishes to make connection with some good reliable manufacturer, also specialize in caramels, nougat, fudge and peanut work. Now engaged but desirous of making a change. References. Address H-8335, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**EXPERIENCED CANDY MAN**— Fine package and bulk goods. Also full line of pan work. Fine reference. Reliable. Address H-8336, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

#### POSITION WANTED

**SUPERINTENDENT DESIRES** position any size plant, take charge of manufacturing, handle help, figure costs; 20 years' experience in general line factory. Age 48, married. Can originate new goods, familiar with all candy machinery, boiler room and starch drying equipment. Available at any time. Address: G-7332, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**EXPERT PAN MAN WISHES TO** make change. 23 years of experience in pan line, steam and cold grossing work. Also specializes in the chocolate pan work grossing and finishing. Address: G-7331, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**SITUATION WANTED BY HIGH** class all around candy maker, thoroughly experienced on general line of fine retail candies, including chocolates of all kinds, bon bons, nougats, fudges, jellies, caramels, toffees, butter brittles, nut goods, cream goods, rolls, hard goods, holiday goods, salted nuts, counter goods, week-end specials. I can also produce medium grade lines. Available at once or early fall to well rated firm as candy maker, foreman or manager of manufacturing department. American, 40, sober. Address: G-7334, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**PRACTICAL CHOCOLATE MAN** fifteen years' experience with leading confectionery manufacturers, making and originating a high quality line of chocolate coating and bars. Familiar with all types of equipment, thorough factory business training in supervision of help, production, cost, handling materials. Desires to make a connection with a live manufacturing enterprise, where initiative and creative ability will be appreciated. Married. Age 36. Address F-6332, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Illinois.

#### POSITION WANTED

**WANTED — POSITION — HAVE** had 25 years' experience in the candy business in all phases and am familiar with all the latest equipment. My last experience was in hand rolls, jellies, gums, cream mixes and marshmallow work. Am 40 years old, married, and have family. I can furnish excellent references. Address C-3339, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**QUALIFIED SUGAR CHEMIST** and Food Technologist with broad knowledge of confections, seeks position as control chemist, research chemist or assistant superintendent in an organization where an expert knowledge of sugars and related confectioners' raw materials is required. F-6333, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

#### POSITION WANTED IN MIDDLE

West by thoroughly experienced candy maker with 33 years of practical experience, making all kinds of chocolate centers, marshmallows, gum work, nougat, fudge, jellies, taffy, etc. I am the originator of many items now on the market. Also having had charge of the above departments in some of the largest factories in New York and Middle West. I am thoroughly acquainted with machinery and handling of help and can increase production in any department. Will furnish 20 years of references as to ability and habits, etc. Address D-4446, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**SALES AND FOOD ENGINEERING** service. Development of new products. Plant inspection—location of troubles. Chemical engineering surveys. Consulting services to plants which have not found until now the necessity of laboratory services. Address Y-6602 c/o The Manufacturing Confectioner Pub. Co., 1143 Merchandise Mart, Chicago, Ill.

**ALL AROUND CANDY MAKER** desires position at once, wholesale or retail. Address E-5332, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

#### POSITIONS WANTED

**THOROUGHLY EXPERIENCED CANDY** maker and foreman, 17 years' experience making general line of creams, nougats, caramels, fudge, marshmallows, hard candies, bar goods, etc. Familiar with latest methods and machinery. Good originator and producer. A-1 references. Good anywhere. Address: C-3335, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**I AM LOOKING FOR WORK** Manufacturing candy or operating enrobers; 20 years' experience making a general line of candy. Capable of taking charge of a department or small factory. An American and married. Address C3338, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**EXPERIENCED PRACTICAL CANDY** maker with 25 years experience in the wholesale candy business wants position either as superintendent or sales demonstrator, calling on manufacturing confectioners. Have thorough knowledge of manufacturing all kinds of confectioner and have formulas for a complete line of 5 and 10c bar goods. Services available at once. Address A-1337, % The Manufacturing Confectioner Publishing Co., 1140 Merchandise Mart, Chicago, Ill.

**SUPERINTENDENT — PRACTICAL** all around candy maker, 20 years as superintendent. Quality goods at lowest cost of production. At present employed, but desire a change. Will go anywhere, but prefer midwest or Pacific Coast. Salary moderate. Address A-1336, % The Manufacturing Confectioner Publishing Co., 1140 Merchandise Mart, Chicago, Ill.

#### POSITIONS WANTED

**ALL AROUND CANDY MAKER** desires position. A-1 hard candy man, cream work of all kinds, caramels, fudge nougat, etc. Also some experience on pan work. Familiar with modern equipment as well as small factory methods. Prefer position as working foreman or assistant superintendent. 20 years' experience, 8 years with present employer; 36 years of age. Address B-2334, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

#### HELP WANTED

**HELP WANTED—A GOOD** cream and marshmallow man by an Eastern firm. State references and give age and experience. H-8333, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**HELP WANTED—A GOOD** cream and gum man by a Middle West firm. State experience, age and give references as to past connections. Address: G-7333, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

#### SALES REPRESENTATIVES

**AGGRESSIVE SUBSTANTIAL** man with eight years' experience, wants lines for Chicago and Midwest markets. Extensive friendship with confectionery, drug, grocery, tobacco jobbers, also chain stores and large retail buyers. Will operate either as broker or exclusive representative provided line is sufficiently extensive. Address E-5333, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

#### SALES REPRESENTATIVES

**PHILADELPHIA AND ADJACENT** territory—Salesman with following wants penny goods, bar goods, and package goods for holiday trade. Covering this territory regularly for the past 15 years. Unlimited references. Address H-8337, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**SALESMAN AVAILABLE—** Twelve years' experience in states of Illinois, Iowa, Missouri and Ohio. Have represented well known houses selling to jobbers and some retail contacts. Have my own car and can travel wherever necessary. Age 39 years. Address: G-7336, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**CONFECTIONERY SALESMAN** wishes contact with candy manufacturers to sell candy bars and specialties to jobbers on commission basis. Address: F-6331, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**ATTENTION — MR. MANUFACTURER:** Are you represented at all or are you satisfactorily represented in the richest market in the world—Greater New York? This is the time to make preparations for improved business this fall, and the right kind of representation is a major factor in your plans. What have you got to sell? A reliable, seasoned salesman of many years' experience offers his services in helping you obtain your share of the business in this market. Address: G-7335, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

### MANUFACTURING CONFECTIONER

## CLASSIFIED ADS BRING AMAZING RESULTS!

Classified ads in The MANUFACTURING CONFECTIONER are proving every month a valuable service to candy manufacturers and individuals of the industry who are in the market with various wants — to buy or sell. "M. C." classified ads bring desired results—in many cases far beyond expectations! You, too, can use this helpful department! Write us and we will tell you how you can use this advertising to the best advantage.

**Manufacturing Confectioner Publishing Co., Merchandise Mart, Chicago, Illinois**

## GIVE YOUR SALES MESSAGE the ATTENTION IT DESERVES

*in the 2nd Annual*



"It's my standard candy buying dictionary," says the candy buyer of a leading national chain store—referring to the first edition of the CANDY BUYERS' DIRECTORY. Thousands of other substantial buyers have likewise enthusiastically acclaimed it the RED BOOK of the candy trade . . . The 2nd Annual edition is coming out in August!

The RED BOOK or CANDY BUYERS' DIRECTORY gives the candy buyer the trade's only complete index of manufactured products—listing all the manufacturers who make each type of goods—96 pages in a consolidated reference catalog of the industry.

## CANDY BUYERS' DIRECTORY

Your company's name, its distributing points and territories served, will appear (possibly many times) under the various merchandise headings. Listings will be made without charge.

More than 8,000 selected wholesale, chain store, and large retail candy buyers will receive the 2nd Annual RED BOOK of The CONFECTIONERY BUYER.

Reservations are now being made by manufacturers wishing to "tie in" their Advertising Message with the listings of their company in the RED BOOK! Plan NOW to include yours!

## THE CONFECTIONERY BUYER

1140 The Merchandise Mart, Chicago, Illinois

### Index to Advertisers

(SEE ALSO CLASSIFIED LIST OF CONFECTIONER'S MACHINERY AND SUPPLIES, PAGE 5.)

Page	Page	Page			
Anheuser-Busch, Inc. ....	54	Foot & Jenks .....	51	Magnus-Mabee & Reynard, Inc....	48
Baker & Co., Inc., Walter.....	7	Fritzsche Bros., Inc.....	Back Cover	Merckens Chocolate Co.....	49
Blanke-Baer Extract & Preserv- ing Co. ....	49	Guittard Chocolate Co.....	2nd Cover	Nulomoline Co., The.....	8, 52
Brewer, Chas. A., & Sons.....	53	Handler & Merckens, Inc.....	49	Rathborne, Hair & Ridgway Co... .	53
Burrell Belting Co. ....	53	Hildreth Co., H. L.....	54	Ungerer & Co.....	6
Burnett Company, Joseph.....	11	Hooton Chocolate Company.....	51	Union Confectionery Machinery Co. ....	12-13
California Fruit Growers Ex- change .....	4, 9, 47	Ideal Wrapping Machine Co.....	54	2 Index to Advertisers 12	0..
Clinton Corn Syrup Refining Co. ....	53	Kohnstamm & Co., Inc., H.....	8	White Stokes Company...Back Cover	
Confectionery Buyer .....	52				
Corn Products Refining Co.....	11				

nd  
as)  
ill  
  
nd  
al  
  
ers  
he  
an  
  
e  
48  
9  
52  
53  
6  
13  
er  
er